Board of Trade Journal

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Front cover photograph

One of three giant grain weighers for the Canadian National Harbours Board, Quebec, under construction at the Birmingham factory of W. & T. Avery Ltd. The order, won against fierce foreign competition, follows a similar order for the National Harbours Board, Montreal, completed two years ago. During tests under simulated working conditions at the factory, an accuracy of 1/500th of 1 per cent has, in fact, been achieved. The photograph shows the residue weighing mechanism being lowered into the machine.

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Spanish development continues

by D. I. DUNNETT, OBE, COUNSELLOR (COMMERCIAL) AT HM EMBASSY, MADRID

The Spanish Development Plan has completed its first year of operation. It is time to take stock of the progress Spain has made and the new opportunities offered since the article which appeared in this Journal just over a year ago at the Development Plan's inception.

SPANISH DEVELOPMENT has exceeded expectations. The overall rate of growth at which the Plan aimed was 6 per cent a year. While estimates vary, all agree that this was exceeded. Certainly this occurred by large margins in many particular sectors, including copper, petroleum products, nitrogenous fertilizers, electrical energy, pyrites, caustic soda, sulphuric acid, cement and tractors. Production of motor vehicles went up in the first nine months of 1964 to 140,000 compared with 104,589 for the same period of the previous year. The reserves rose from about 1,200 to over 1,400 million dollars during the year.

Within this satisfactory picture certain difficulties emerged. Agriculture as a whole has lagged behind and is now receiving intensified attention. The difficulties of agriculture were increased by temporary factors, such as the exceptionally dry summer and autumn.

The other main difficulty facing the economy was the rise of prices. It is reckoned that prices rose by 9 per cent during 1964. There was also concern that while Spanish exports rose, imports rose faster. This increasing balance of trade deficit led to greater emphasis on promotion of Spanish manufactures and Spanish exports.

Both the successes and the difficulties of Spanish development present opportunities.

Future Developments: The Poles of Growth

In trying to assess the lines in which the next phase of development is likely to be most rapid, there are two useful indicators. Firstly there is the evidence of the poles of growth, the seven centres where special facilities, including possible reduction of import duties, have been offered by the Spanish government for new industries. There are Burgos and Huelva (the two most privileged) and Coruna, Zaragoza, Seville, Valladolid and Vigo. In the first two phases of applications to take advantage of these facilities, the projects of 658 firms were approved during 1964, involving a total investment of over 40,000 million pesetas (nearly £240 million). Of these projects 162 were in the category of metals and their manufactures, 90 in food processing, 78 in construction, 40 in chemicals, 31 in wood and furniture, 29 in textiles, 27 in paper and the rest miscellaneous. (The results of the third phase have just been announced in outline, showing that a further 342 projects for these centres have been approved, but a detailed analysis is not yet available). There should be a market for the equipment required for many of these projects, though it may be found that in many cases the equipment will have to constitute part of the investment in the project. Lists of the firms whose projects have been approved and their addresses are available at the Board of Trade and approaches would best be made direct to them.

Preferred Industries:

A second yardstick is to be found in the recent announcement of the sectors of industry throughout Spain to which preference is to be given henceforth in the matter of credit for re-equipment. These credits are available only for the purchase of capital goods manufactured in Spain, but the list gives an indication of the sectors of industry whose development will be stimulated. These industries are the following:—

An aerial view of the dam and power station at Valdecanas showing the discharge regulator in use. One of the largest pumped-storage, hydro-electric schemes in Europe, sited about 120 miles south-west of Madrid, the 225 megawatt Valdecanas scheme was built for Hidroelectrica Espanola S.A. In 1960 The English Electric Company Ltd. was awarded contracts to the value of £2½ million for the supply of equipment for the first stage of the Hidroelectrica Espanola's development on the river Tagas at Valdecanas and for the second stage at Torrejon nearby. The total power generated by the two stations will be 362 megawatts.

Manufacture of textile machinery.
Manufacture of machine tools.
Manufacture of agricultural machinery.
Publishing trade.
Foodstuffs preservation (includes fruit and vegetables, canned meat and fish, grape juice, fruit juices and industrial cold storage installations).
Tanning, shoemaking and leather industries.
Wooden furniture.
Iron and steel (under the National Steel Plan).
Coal mining.
Reorganization of the wool and cotton industries.
Purchases of nationally produced machinery for building and for public works by contractors or leasing firms. Purchase abroad is provided for if such machinery is not yet manufactured in Spain.
Cement mills.
Paper and cardboard manufacture.
Lead and zinc mining (under the National Plan for lead and zinc).
Pyrites mining (National Plan for pyrites).

The following brief comments may be offered on the particular categories:

(a) *Textiles* have been going through a difficult phase, but this may accelerate rather than retard the re-equipment of this industry.

(b) As for *machine tools*, a growing range is made in Spain and various models are exported to many countries, including Britain. However, there is a wide field for imports of the more specialized types. A British

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firm would find its position in the market improved by readiness to manufacture some of its range in Spain.

(c) *Agricultural machinery* requirements will be increasingly met from Spanish manufacture rather than imports.

(d) The *publishing trade* includes a number of very enterprising firms doing printing for a variety of export markets. There is a good field for really modern printing machinery.

(e) *Food-processing equipment* of all kinds has great possibilities. Not only does Spain have good hopes of increasing her exports, but the strong pressures towards improving food supplies to Spain's growing centres of population and at the same time raising the standard of living of a numerically declining agricultural population will impose large scale modernization of methods of production and handling of food. Large programmes have been drawn up for more modern abattoirs, refrigerated storage and transport facilities, canning and packing plants.

(f) The *leather industries* of Spain have done well in the export field and plans for modernizing the industry are in operation. It is hoped that the cattle population of Spain will increase, particularly in the north, and this should facilitate an increase in the quantity as well as a rise in the quality of Spanish leather. More tanneries will be required.

(g) Spanish *furniture* is also doing well in the export field and machinery for the manufacture of furniture should have good prospects.

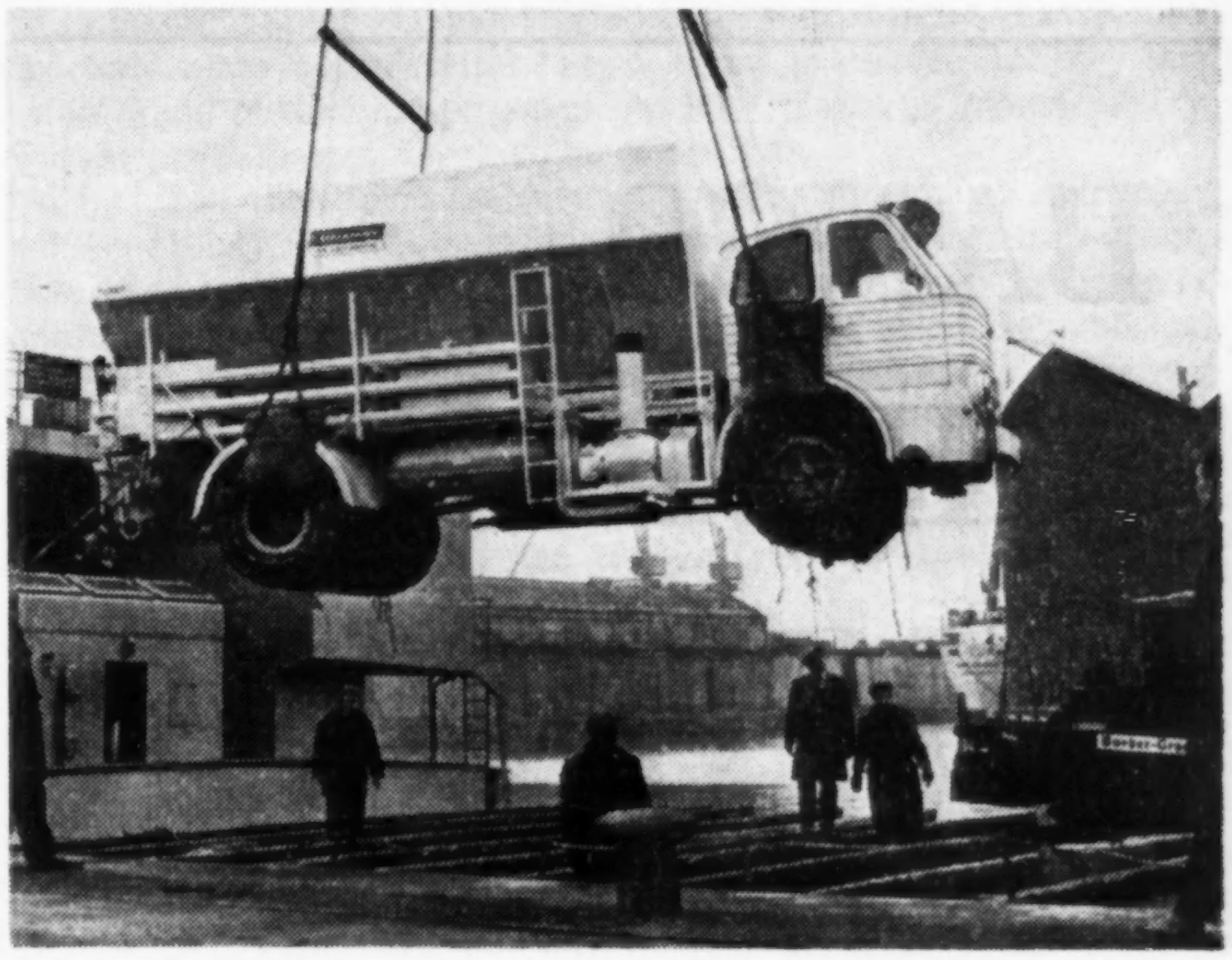
(h) The large developments in the *iron and steel* field cannot be briefly summarized. A plan covering both the public and private sectors of the industry has been published and there will be opportunities for steel plant of all kinds. The availability of official credit to cover 70 per cent of the equipment which a firm may need to play its role in the plan will be a powerful stimulus to the growth of this industry. It will, however, be some time before Spanish development is entirely balanced, i.e., opportunities will continue to arise for exportation to Spain of semi-finished iron and steel products.

(i) *Coal-mining* is recognized to need re-equipment with really modern mining machinery. Apart from coal, mining of potash and a variety of metal ores will increase. Greater freedom for foreign investments in mining in Spain has recently been announced.

(j) Machinery for *building and public works* is a field in which British manufacturers have done well. Spain's requirements in this field will continue to be very large with the development of the public works programme, to which reference is made later.

(k) Spain's requirements for *cement* have grown rapidly and Spain is still in part dependent on imports. A number of ventures (some with British participation) have been launched in Spain within the last couple of years for the production of cement, but with the demand for housing and public works continuing to rise, there is still considerable scope.

(l) *Paper* manufacture is a promising field. Apart from printed matter, paper packaging will be in increasing demand.



A 9-ton solid fuel transporter developed and built by Atkinson's of Clitheroe, Lancs – a member of the Solar Industries Group of Glasgow – is seen here being loaded into s.s. Verdaguer at Queens Dock, Liverpool, en route to Madrid where it is being delivered to the Compania Generale de Carbonnes – the largest coal mining and distributing organization in Spain. This is the first solid fuel transporter of its type to be used in Spain.

Public Works

While the broad outline of Spain's programme of public works remains as in the Development Plan, this year has seen interesting developments:

(i) A World Bank Mission has studied the requirements of the Spanish ports and it is expected that a World Bank loan will be announced to assist in their re-equipment and modernization. Certainly with Spain's

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exports and imports continuing to rise steadily, much more port traffic will have to be handled. This is a good market, for example, for cranes (though local manufacture is now developing).

(ii) With the growth of tourist and other traffic, airfield construction and extension is being set in hand in many inland, as well as coastal towns.

(iii) The growth of tourism is one of the factors raising acute problems of *water supply*, particularly along the Mediterranean coast and in the Canary Islands. There is great interest in de-salination schemes. The growth of population in major centres like Madrid (coupled with a dry summer) has required the setting in hand not only of large long-term schemes, but of emergency supply arrangements. Most of the supplies required may be of Spanish manufacture, but there are likely to be export opportunities, e.g., for pumps and fittings.

(iv) *Power Supply*
The rate of increase of electricity consumption in Spain has proved to be nearer 14 per cent per annum than the 11 per cent anticipated in the Plan. This implies a stepping up of power station construction plans particularly of thermal plants and of the demand for all kinds of electrical equipment.

Roads

The $33 million loan for road improvement projects which Spain received from the World Bank at the end of 1963 is now being put to use and calls for international tender are being made from time to time. But in addition to the schemes which fall within the scope of the World Bank loan Spain has an ambitious 16-year Road Plan (1962-77), the first part of which has now been phased into the General Development Plan. This foresees the building of some 163,000 kilometres of roads, including 2,847 kilometres of motorways. While the contracts for building these roads will normally be allocated to Spanish firms, there should be opportunities for United Kingdom firms to take part, particularly in association with Spanish firms. UK participation might also take the shape of the provision of equipment (possibly on a temporary basis) or of specialized knowhow. As the volume of traffic on Spanish roads is rising faster than was foreseen when the Plan was prepared, it is possible that its execution will need to be speeded up, with the consequent emphasis on rapid modern techniques of construction.

Railways

The Spanish Railways (RENFE) also have a long-term modernization plan, in this case covering the ten-year period 1964-1973. Its main provisions are as follows:

Track	Track renewal	7,520 kms.
Stations	Construction of main marshalling yards	6
	Construction of secondary marshalling yards	8
	Construction of main stations	16
Locomotives	Main line locomotives	420 units
	Shunting locomotives	225 units
Diesel trains	TALGO trains	6 units
	TAR trains	124 units
	Light automotive trains	15 units
Rolling stock	Coaches	601 units
	Metal trucks	96 units
	Ordinary trucks	13,914 units
Workshops and Stores	Workshops	1
	Stores	3
Electrification	Electrification of new track	1,101 kms.
	Electric locomotives	69 units
	Train units	83 units
	Coupled coaches	132 units
Telecommunications	Line improvements	3,859 kms.
	Teleprinters	270 units
	High frequency apparatus	101 units
Security Installations	Electric signals	184 units
	Centralized traffic control network	482 kms.
	Automatic electric blocking network	831 kms.
	Manual blocking network	1,089 kms.
	Remote controls and interlocking devices	36 units

During the past year there have been helpful consultations between RENFE and the United Kingdom Railway Advisory Service which have led to senior officers of RENFE visiting the United Kingdom to study the equipment and operations of British Railways as well as visits by British Railways' officers to Spain.

Telecommunications

Most potential customers for telecommunications equipment in Spain (excluding household radio and television) are state or parastatal organizations: the main ones are the Administration of Posts and Telegraphs, the National Telephone Company, the National Telecommunications Company, the Directorate-General of Radiofusion and Television, the Directorate-General for Air Safety, the Official News Agency (EFE), the three Armed Services, the Police and the Civil Guard, the Forestry Service and the Contraband Control Service. Expansion is scheduled to take place, or is already taking place, in the fields covered by all these organizations. Some of these needs will be met by local manufacture, notably in the field of telephone equipment, but there should nevertheless be good export opportunities. There will be need for more blind landing devices for airports; the Spanish telex network is to be expanded; radio transmission of photographs is to be developed; a good deal of automation of the telegraphic services is to take place; the system of controlling and verifying radio frequencies is to be reformed and improved, etc. In the private sector the development of large commercial and industrial organizations and the trend towards modern business methods is likely to lead to the increasing use of internal intercommunications systems. The first use of closed circuit television by a bank has recently been reported and this practice is likely to spread quickly. Spain does not as yet have radio taxis – principally because there have been licensing difficulties – but this innovation can be expected before long. In short, telecommunications is an expanding and dynamic sector of the Spanish economy.

Consumer Goods

Most consumer goods and consumer durables are subject to global quotas and high tariff duties. Nevertheless as global quotas are gradually increased (they tend to go up by between 10 per cent and 20 per cent annually) and as Spanish internal prices rise, the opportunities for the sale of imported consumer goods have increased. Moreover, with the increasing prosperity of the Spanish middle classes the taste for high quality goods from abroad is spreading. The problem for the United Kingdom manufacturer tends to be that the Spanish market for his products, because of the size of the individual quotas, is still a comparatively small one, but that it requires a considerable sales effort to get into it: in the short term and viewed from the standpoint of the manufacturer of one type of product, the results may often appear not to be sufficiently rewarding. The answer may lie in some form of co-operative effort which would enable a group of UK manufacturers to mount a joint sales drive covering a reasonably wide range of products. Hard selling is certainly the key to success in this field.

The prodecure which an importer follows when applying for an import licence for goods subject to quota is to put in a preliminary application to the Ministry of Commerce, in which the important consideration is their total value. This application is then returned by the Ministry either approved or rejected, or, more generally, subjected to a considerable reduction in the total value. The importer then puts in an application for a definitive licence for the reduced allocation which is usually approved fairly rapidly. Only at this stage does the importer have to commit himself as regards the country from which he will import, and he can choose freely between any of the countries with which Spain has liberalized trading arrangements. Since, given the right design and quality, most goods on quota sell well in Spain, and indeed may tend to be in short supply, the Spanish importer's main consideration when being persuaded to buy this or that brand of the kind of goods which he wishes to import, is very often the profit margin on which he can reckon.

Agents (or their principals), can without too much difficulty, establish *exactly* who in Spain is importing goods in their own range. A list of all import licences approved, giving Tariff heading, name of importer, quantity, declared value and country of origin, is published weekly by the Ministry of Commerce in *Information Comercial Espanola*. Addresses of the importers listed can be obtained on application to the Ministry of Commerce. Thus an active agent of a UK firm could approach all importers of the line of goods which he represents. If he has something good to offer at a competitive price, he may do business.

The agent must be prepared in many cases to take on the paper work relating to importing on behalf of his client, though the client remains the nominal importer. Direct importation by an agent is often not advisable. The reason for this is that licences are granted by the Ministry of Commerce on a points basis which takes into account the size of the firm, the tax it pays, the number of its employees, etc.

Even an active agent, however, cannot do everything. While it should be possible to produce results in many fields in the short-term by intensive sales efforts, there is also need for a continuing long-term interest in the Spanish market, such as some of the United Kingdom's continental competitors have developed over the years. Where existing links with other countries are strong, a steady promotional campaign and a careful marketing programme are likely to prove necessary to change the pattern of trade. Few Spanish agents would be prepared to take on an exercise of this nature unaided. Success usually depends on the powerful backing, often the active participation, of the UK principals. The importance of UK sales executives visiting their Spanish agents regularly and calling with them from time to time on potential customers cannot be overstressed.

Among many opportunities one may single out as a promising example ready-made clothing, both for men and women. Towards the end of 1964 the importation of garments made of artificial textile fibres and of those made of wool was liberalized. There continues to be a steady market for suit lengths of good quality English cloth. Clothing accessories – ties, scarves, shawls, gloves, socks, shoes, etc. – also merit attention. But quality and styling need to be outstanding since there is no lack of home production and foreign competition is strong. There is a small market for imported imitation jewellery. Expenditure on toilet preparations, perfumery and cosmetics is rising and UK manufacturers are generally in a good competitive position.

So far as household goods are concerned, there is a steady market for foreign tableware – glass, china, porcelain, cutlery, etc. – of which the UK is getting at present only a small share. An increasing number of small mechanical and electrical domestic appliances are being made locally, in many cases under foreign licences, but certain imports continue in a fairly fiercely contested but expanding market, where practical novelties appeal. As regards the larger domestic

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appliances there is still scope for the sale of washing and dishwashing machines, as also of domestic refrigerators of over 250 litres capacity, whose importation was liberalized in January, 1964. Local production of small refrigerators, in many cases under foreign licence, is increasing rapidly: imports nevertheless continue in a market which Italy dominates. A market is developing in imported electric blankets, of which at present the United States and Switzerland take the lion's share.

Hand tools, given competitive prices, offer reasonable prospects, and it should be possible for UK manufacturers to get a much bigger share of the market than they do. Spain is fairly rapidly approaching the 'do-it-yourself' era and the experience of UK manufacturers in this field, as regards both the most acceptable types of goods and marketing techniques may soon find a ready application in Spain, possibly to best advantage in association with established Spanish concerns. High quality scissors, including tailors' and pinking shears, offer possibilities.

On the recreational side increased affluence has brought a demand for record-players, tape-recorders and magnetic tapes, cine cameras and projectors. Anything in these fields which the UK has to offer which is, by broad international standards, competitive in quality, performance and price, should find an as yet small but expanding market in Spain. In the field of record-players and tape-recorders, as in television receivers, the market is already rather for components than complete assemblies. In radio, imports would only be worth attempting in specialized fields. In the case of outboard motors, tourism has given increasing impetus to a trade where the United Kingdom's possibilities should be good. The Spanish market for toys is growing more sophisticated and the UK finds a steady market for its quality products, but some further expansion should be possible.

Interesting figures on the UK's comparative performance in many of the categories of consumer goods mentioned above will shortly be published in the Board of Trade *Export Service Bulletin.* It is hoped that they will be of help to UK manufacturers in assessing what the market potential actually is and whether an early visit to investigate the prospects in more detail would be worthwhile.

Our best firms do a tremendous export job but there are not enough of them

—The Prime Minister

A NUMBER OF WAYS to improve Britain's export performance were underlined by the Prime Minister, Mr. Harold Wilson, in his television broadcast to the nation on February 24. He said:

'Since I last spoke to you there has been some improvement in the economic position. In the past three months, exports have been 2 per cent up, imports 2 per cent down, compared with the autumn. Nothing like what we need, but certainly in the right direction; and sufficient to justify the Government's announcement this week of the first big cut in the surcharge imposed last October.' The Prime Minister declared that our best firms were doing a tremendous job in export markets. But not enough of them. The whole load was carried by a handful of firms, while too many others were sitting back, content to cash in on whatever they could get on the home market. In the past month the Government had announced a whole range of measures to help the exporter: cheaper and more certain credit; help with overseas fairs; exhibitions, showrooms; collective selling arrangements to help small firms who hadn't got sales facilities or experience abroad; tax rebates adding up to £80 million for successful exporters. And we were ready to do anything else in our power to give further help.

'We've got to tackle this problem of congestion in the docks, the vital link between home production and overseas markets. The nation has the right to expect that the ships on which our export trade depends will be cleared promptly; and equally that the chaos in the docks due to old-fashioned methods, obsolete equipment and excessive numbers of separate employers and sub-contractors must end.

'This has to be a total national effort. This is first and foremost a job of production: producing more and producing cheaply. It means harnessing to our peacetime job as we did in wartime – all the resources of skill and science and technology; ruthlessly modernizing our traditional industries, no matter who gets hurt; purposefully expanding the new challenging industries which here and elsewhere are being created on the frontiers of science.

'It means change. Britain achieved greatness, and stayed great because throughout our history we accepted change. We welcomed it, because we were adaptable, flexible, resourceful, ingenious, the first to respond to a new challenge. Once the emphasis was on sea power, the enterprise of our merchant adventurers, the harnessing of steam, the iron ship, the railways, steel and textiles. In this century we led in aviation and still more recently in radar, electronics, jet propulsion, antibiotics, computers. Through the centuries Britain has not only been willing to accept change; we have been a forcing-house of change.

'Not only techniques – it is attitudes that need changing. Let me mention one or two:

'The attitude that what was good enough for grandfather is good enough for me.

'That the foreigner must buy what we choose to make, or do without. That in export sales we can always get through if we speak English, provided we shout loud enough, and we can always quote our prices in British money, and our technical specifications in language that means nothing to them.

'The attitude which loses export orders through long and costly arguments about which of two men shall bore a hole in a sheet of metal, when there are keen-eyed determined workers abroad ready to snap up those orders; when waiting in the wings there are automotive hole-borers whose designers have not programmed them to argue about demarcation disputes.

'We need a different sense of priorities in some of our professions. If a tenth of the energy and ingenuity and expertise that goes into side-stepping the tax inspector went into export we'd have no trade problem. Or if our highly competent advertising industry put into export salesmanship some of the effort devoted to those leaflets pushed through our letter boxes telling us of 3d. off this or that, our economy would be a great deal healthier.'

The Prime Minister concluded:

'Export then, production, productivity, a fair day's work for a fair day's pay, a realization that anyone who seeks to grab all he can for today is holding back what he can earn tomorrow: these are the priorities; these are the attitudes.'

Mr. Callaghan speaks on exports to Cardiff Chamber of Commerce

Speaking at the annual dinner of the Cardiff Incorporated Chamber of Commerce on February 26, Mr. James Callaghan, Chancellor of the Exchequer, said on exports: 'If we are to do more – as we must – the resources will need to be released from use at home and they must also be diverted from unrewarding and unremunerative fields. We have made a start on this with various measures to stimulate exports such as better credit facilities and the tax rebate for exporters which amounts to £80 million per annum. I would like to do more and I am exploring a great many alternatives. But I fear that our freedom to do a great many things is limited by a number of international agreements that we have entered into which bring some order into world trading conditions. Hence it is not easy to use the straightforward incentives that are so obvious.'

Another way of increasing exports he said was to divert some of the effort that was now being put into defence into more useful fields. He referred in particular to the aircraft industry. 'Of course we need and intend to sustain a substantial aircraft industry in Britain but at the present time no one can claim that it is employed as economically or as efficiently as it should be. Skilled men are engaged on work in the aircraft industry that is not likely to bring much return to this country. On the other hand, a number of exporters are crying out for these men in order to earn overseas currency for us.

'I use this as one illustration of the manner in which the Government will give the lead in purposefully releasing resources that are not economically employed into export trades where they will bring an immediate return to the nation. The Government itself is giving a lead in this field where it is the largest customer. We are examining all Government activities, just as we now ask others to make sure that they are doing their work as cheaply and as efficiently as possible and are putting an extra effort into the job. This is the least we can do. Hence the review of public expenditure that is now taking place. The object here is not only to cut our heavy defence costs but also to reshape other sectors of public expenditure,' he added.

Visiting technical and purchasing officials met representatives of United Kingdom exporting companies at a reception at the Czechoslovakian Embassy in London on February 11. The illustration shows (from left to right): Mr. J. Loffler, Czech Ministry of Chemical Industry, Mr. A. N. Halls, Assistant Secretary, Board of Trade, and Mr. L. Silhavy (host), Commercial Counsellor at the Embassy.

TRADING WITH AUSTRALIA

The following message has been received from Sir William McFadzean, chairman of the British National Export Council and the Commonwealth Export Council, regarding the 72-page illustrated supplement 'Trading with Australia', published in last week's issue: 'I would like to congratulate the *Board of Trade Journal* on its enterprise in producing this excellent supplement. I hope it will attract a great deal of attention both here and in Australia, for I attach much importance to the increase of trade between our two countries, and I am sure that so striking and comprehensive a publication will make a valuable contribution to this end.'

Copies of the supplement can be obtained free from the Board of Trade Library, 1 Victoria Street, London, S.W.1 (Abbey 7877, Ext. 3038).

EFTA communique on February Geneva meeting

The following communiqué was issued from Geneva on February 22:

The Ministerial meeting of the Joint Council of EFTA and Finland was held in Geneva on February 22.

The Ministerial Council reviewed the economic position of the United Kingdom and the comprehensive programme of measures taken and under consideration by the British Government to improve the state of the economy and the balance of payments. It also noted the improvement in the economic position of the United Kingdom and the strength of sterling since the last Ministerial meeting, and the determination of the Government to stabilize the gains made and to foster further improvements.

On behalf of the United Kingdom Government Mr. George Brown, the First Secretary of State, announced that they had decided to reduce the temporary import charge to 10 per cent from midnight on April 26, 1965. The Council expressed warm satisfaction with this action, which they welcomed as a basis of increasingly close co-operation in EFTA and as a sign of confidence in the fundamental strength of the British economy.

The Council also reviewed the activities of the Association since the previous Ministerial meeting, particular attention being given to the progress of the Kennedy Round of tariff negotiations in the GATT. At the invitation of the Austrian Government the next meeting at Ministerial level will take place in Vienna on May 24/25.

NRDC and ICT to co-operate in computer projects

Agreement in principle has been reached between the National Research Development Corporation and International Computers and Tabulators Ltd. upon their jointly undertaking a series of projects that will give valuable support to the development of computer hardware and softwear technology in this country. These projects will be based upon the exploitation of the success of the recently announced ICT 1900 series of computers. In addition, joint research and development of an extremely advanced nature will be undertaken to ensure that future systems continue to be fully competitive in world markets. The sum to be invested in these projects by NRDC will be of the order of £5 million (see page 490).

Quarterly survey of the economic situation in the EEC

The fourth quarterly survey of economic activity in the Community in 1964, published recently by the EEC Commission shows that production increased in 1964 even more rapidly than in 1963. The rise was most marked in industrial production, although both farm output and services also increased significantly. The Commission estimates that

the Community's gross national product was over 5 per cent higher in 1964 than in the previous year, compared with an increase of less than 4 per cent in 1963. The increased rate of economic expansion was due in some part, says the report, to better weather, particularly so far as the construction industries and farming were concerned. The stabilization policy pursued by the Community is thought to be mainly responsible for signs of improved economic equilibrium.

External demand rose more vigorously than in 1963 and visible exports from the Community to non-member countries in 1964 were expected to rise by about 9½ per cent in value and by 7 per cent in volume over the previous year. The increase was particularly marked during the first quarter, although this was due to the severe weather in early 1963 which depressed exports.

Expansion in domestic demand, however, was a little less marked than in 1963 but the rate of growth of investment increased, mainly due to growth in construction investment. In Italy, however there was a distinct decline in investment and in France growth in private industry was rather weak. Bumper harvests and a rise in stocks of raw materials and semi-finished goods led to a more rapid increase in investment in stocks than in 1963. In the Community as a whole the growth of consumption expenditure slackened in 1964, due to official anti-inflation measures, but in the Netherlands and Luxembourg it rose at a faster pace. Private consumers' expenditure also grew more slowly than in 1963 under the influence of a reduction of the growth rate of incomes in France and Italy.

The labour markets continued to be severely strained in most member countries and only in Italy was there a decrease in the total number of hours worked.

The rise in Community imports from non-member countries in 1964 was less rapid than a year earlier – mainly because of weaker demand in Italy. The development of intra-Community trade reflected the improvement in internal balance; the inflationary surge in purchases made by some member countries subsided and this helped to reduce the exports of other Community members which had been excessive. The steady deterioration in the Community's balance of visible trade which began in 1959 did not continue in 1964 when the external trade deficit remained at about $3,000 million. Sufficiently reliable figures are not yet available, says the report, on capital movements in 1964 affecting the balance of payments, although gold and currency reserves of member countries increased during the first ten months of 1964 by about $700 million. On the other hand, the net foreign currency holdings of the commercial banks almost certainly decreased a little.

In forecasting continued economic expansion in 1965 at the rate recorded in the second half of 1964, the report suggests that exports are likely to increase more slowly than last year, due to a slackening in world business activity. The growth rate of investment is also expected to be slower, the loss being confined mainly to investment in construction and stocks. Investment in plant and equipment is expected to be sufficient to maintain the 1964 growth rate. The rate is expected to remain rapid in Germany, recover in Italy, remain the same in France and lose some momentum in the Benelux countries, notably in the Netherlands.

Although public consumption growth rates are expected to remain the same as in 1964 the rise in private expenditure may well slow down further, resulting in overall growth in consumption expenditure a little less fast than in 1964. Some decline in the rate of expansion of domestic supply is also expected. Growth is expected to be slower than in 1964 in farming, construction and building and the increase in industrial production may also be less rapid due to less dynamic demand and shortages of production capacity and manpower. In general, the Community's gross product is expected to increase in 1965 by about 4 per cent (at constant prices). The increase in imports is also thought likely to be somewhat below the increase recorded in 1964 and the Community's deficit on visible trade will therefore probably be similar to last year.

On the whole, the report concludes, current trends in economic activity do not yet point to a restoration of equilibrium in 1965. Though in the right direction in most member countries, they must be reinforced by a consistent anti-inflation policy; this may be particularly necessary in Germany and the Netherlands.

Regional Economic Planning Boards

THE DEPARTMENT of Economic Affairs announced the appointment of the first four chairmen of the Regional Economic Planning Boards on February 25. Those appointed are:

Northern Region: Mr. J. G. Robertson, CMG.
NW Region: Mr. P. Chantler, CMG.
Yorkshire and Humberside: Mr. W. G. Onslow.
West Midlands Region: Mr. P. D. Coates.

All four are Civil Servants from other Departments who will be transferred to the Department of Economic Affairs. As chairmen of these Boards they will have the rank of Under-Secretary.

Notes:

1. Mr. P. Chantler is already an Under-Secretary in the Ministry of Power. The other three are at present Assistant Secretaries and will be transferred to DEA on promotion. Their present Departments are:

Mr. J. G. Robertson: Ministry of Labour.

Mr. P. D. Coates: Ministry of Housing and Local Government.

Mr. W. G. Onslow: Board of Trade.

2. Mr. Chantler and Mr. Coates will take up duty in Manchester and Birmingham respectively on March 15. It is hoped that Mr. Robertson will take up duty in Newcastle at about the same time, and Mr. Onslow in Leeds about a month later.

Government's plans for computer industry

MR. FRANK COUSINS, Minister of Technology, made the following statement in the House of Commons on March 1 regarding the Government's plans for the increased use of computers and the development of the computer industry:

'The Government consider that it is essential that there should be a rapid increase in the use of computers and computer techniques in industry and commerce and that there should be a flourishing British computer industry. Plans have been prepared to serve these ends.

'First, I am forming a Computer Advisory Unit within the Ministry of Technology to advise on computer requirements over the whole public sector. All proposals for computers required by Government Departments for civil purpose will be referred to this unit for objective technical appraisal before procurement is authorized. A similar procedure will apply to computers purchased with public moneys by universities, colleges of advanced technology and research councils.

'The advice of the unit will also be available to local authorities, nationalized industries and other users in the public sector. With its accumulating knowledge of the needs of users, it will work closely with the computer industry in planning new developments. The unit will be based on the Technical Support Unit of the Treasury, which will be transferred to the Minister of Technology and built up to roughly double its present size as rapidly as possible.

'Secondly, the Government have initiated a full scale review of the computer requirements of universities, colleges of advanced technology and research councils. The University Grants Committee and the Council for Scientific Policy is at work jointly assessing the new facilities needed. This review will lead to a new five-year programme of procurement which should greatly reinforce the capabilities of the universities and research councils in this vital area and provide an important stimulus to the industry. Equipment to satisfy the needs established will be procured after consultation with the Ministry of Technology. Details of this programme cannot be settled until the assessment is compiled in a few months' time. The Government propose to start this five-year programme at a rate of £2 million a year.

'Thirdly, we shall initiate further programmes of research into computer techniques and the development of new equipment. These programmes will proceed in industry, the universities and in Government research establishments and in the Post Office. In addition, the National Research Development Corporation will be greatly expanding its work in this field.

'I have, for example, just approved in principle – subject of course, to the passage of the Development of Inventions Bill – proposals it has put to me for assisting computer development on a substantial scale. Research into computer development techniques for the 1970's is already being sponsored in partnership with industry under the Advanced Computer Techniques Project – which the Ministry of Technology will be taking over from the Department of Scientific and Industrial Research.

'The sum of £1 million has already been earmarked for this work. Further developments under this project are now being discussed and, if industry is willing to contribute a share of the cost of enlarging these programmes, we hope to place contracts in 1965-66 involving additional commitments by the Government of the order of £500,000. The Ministry hopes to place contracts with the universities in 1965-66 for industry orientated research to the value of about £500,000. Other work at universities will be financed through the Science Research Council.

'Fourthly, I am exploring with the industry and with users the possibilities of establishing a National Computer Programme Centre in which they would be partners with the Government. Such a centre would acquire programmes from the computer makers and users and form a library. It would have funds to buy existing programmes for the library and to commission new programmes required for use with British computers. I believe that such a centre would help us to make better use of our programming resources.

'The Government believe that these plans, which will be developed and extended in the light of experience, will encourage the healthy development of modern computer techniques and of a sector of industry vital to the economy of the country.'

Sir Edgar Cohen will be UK representative to OECD

IT WAS ANNOUNCED on February 25 that the Foreign Secretary had approved the appointment of Sir Edgar Cohen, KCMG, at present Permanent United Kingdom Delegate to the Council of the European Free Trade Association and to the GATT, to be Permanent United Kingdom Representative to the Organization for European Co-operation and Development, in succession to The Lord Hankey, who is retiring from the Diplomatic Service. Sir Edgar Cohen will have the personal rank of Ambassador.

Mr. Stewart has also approved the appointment of Mr. Eugene Melville, CMG, as Sir Edgar Cohen's successor at Geneva. Mr. Melville is now serving as Minister (Economic) at Bonn. Mr. Melville is being succeeded by Mr. S. L. Edwards of the Board of Trade.

Committee for exports to the Caribbean

The following have accepted invitations from Mr. J. R. M. Rocke, the chairman, to serve as members of the committee for exports to the Caribbean:

Mr. P. Beck, director John Mowlem & Co. Ltd.; Mr. J. Cummins, manager Barclays Overseas Development Co. Ltd.; Mr. M. Hughes, chairman Thomson, Hankey & Co. Ltd.; Mr. R. A. Langridge, managing director Glaxo-Allenbury's (Export) Ltd.; Mr. J. F. Sisson, overseas sales manager Dunlop Rubber Co. Ltd.; Mr. T. A. H. Slack, director British American Tobacco Co. Ltd.; Mr. E. W. Spracklen, director and general manager Joseph Lucas (Export) Ltd.; Mr. J. G. Stanford, general manager (Overseas Division) Electric and Musical Industries Ltd.

The Secretary of State for Commonwealth Relations has nominated Mr. D. M. Cleary to represent him on the committee and the President of the Board of Trade has nominated Dr. F. E. Budd.

The secretary of the committee will be Mr. W. G. Whitney (formerly chairman and managing director of the West Indian Tobacco Co. Ltd.), whose address will for the time being be: c/o Booker Bros. McConnell & Co. Ltd., Bucklersbury House, 83 Cannon Street, E.C.4. (Tel. City 8051).

Land acquisition in England, Wales and Scotland — rate of interest after entry

THE TREASURY has made new Regulations which increase from 5½ per cent to 7 per cent per annum the rate of interest payable on compensation in respect of land, purchased compulsorily in England, Wales and Scotland, on which entry is made before the compensation is paid. The new rate came into operation on February 24, 1965, and applies in respect of that part of the period between entry and the payment of compensation which falls on or after February 24.

The Regulations have been published in the form of Statutory Instruments – the Acquisition of Land (Rate of Interest After Entry) Regulations 1965 No. 238 in respect of England and Wales, and the Acquisition of Land (Rate of Interest after Entry) (Scotland) Regulations 1965 No. 239 in respect of Scotland. Copies may be purchased from HM Stationery Office, price 3d. in each case.

United Kingdom butter imports

MR. DOUGLAS JAY, President of the Board of Trade, announced in reply to a Parliamentary Question on February 24, that the quota system for imports of butter will be continued for a further twelve months, beginning April 1. The total basic quota will remain at 420,000 tons divided amongst supplying countries in the same proportions as in the quota year now ending. The details are set out in column 1 of the table below.

In addition 39,000 tons are being authorized for delivery in the period April-November from countries with basic quotas who have estimated that they may have such additional butter. These extra authorizations are set out in column 3 of the table below. For countries authorized to send these additional quantities, the total licence entitlement for April-November is the sum of the quantities shown in columns 2 and 3 of the table. To the extent that actual deliveries fall short of this total, the extra authorizations will lapse automatically at the end of November.

Consideration will be given to the issue of further authorizations in the course of the year in the light of the supply situation and the price of butter. Australia and New Zealand, whose heaviest shipments come in the period December-March, and the Irish Republic retain their rights to send us proportionate shares of total imports. There will be no general provision for the carry-over of old quotas into the new quota year or anticipation of the new quotas in the current year. Exceptions may be made to meet special circumstances such as shipping difficulties.

A Notice to Importers giving full details of the licensing arrangements for the quotas is being issued.

	Basic Quotas	For countries authorized to send additional quantities	
		Basic Quantities for delivery April-November	Additional Quantities for delivery April-November
	Col. 1 (tons)	Col. 2 (tons)	Col. 3 (tons)
Argentina	10,220	—	—
Australia	66,700	—	—
Austria	1,830	1,000	400
Belgium	215	—	—
Bulgaria	805	405	395
Denmark	98,420	66,000	6,000
Finland	12,370	7,570	7,630
France	2,580	1,580	7,420
Hungary	1,720	1,050	280
Irish Republic	12,905	6,900	6,000
Kenya	1,830	—	—
Netherlands	15,060	9,500	5,000
New Zealand	168,000	—	—
Norway	1,830	1,000	2,000
Poland	17,210	—	—
Rumania	325	200	3,200
South Africa	2,150	—	—
Sweden	4,950	—	—
Uruguay	215	Nil.	600
Total	419,335		38,925

Note: Stocks of butter in this country are considerably higher than a year ago and, given normal weather, European butter production is expected to show some improvement. The intention of the announced arrangements is to encourage a reduction in butter prices.

The main difference between the quota arrangements for the year beginning on April 1, and previous quota years is that extra allocations above basic quotas are being announced at the outset for delivery over the eight months ending November 30.

Changes in export licensing control on sugar

THE BOARD OF TRADE announce the removal of export licensing control on exports of sugar, invert sugar and preparations containing sugar or invert sugar, to come into operation on March 15. This control was imposed on May 30, 1963, in support of the distribution payments system then being introduced by the Sugar Board. Distribution payments have ceased and the export licensing control is no longer needed.

The change is made by the Export of Goods (Control) (Amendment) Order, 1965, copies of which will be obtainable from HM Stationery Office, Kingsway, London, W.C.2, and branches (price 3d., by post 5½d.).

Note: Details of the control imposed in May 1963 were given in the *Board of Trade Journal* of June 7, 1963, page 1286.

Containerized goods—new arrangements for customs control

H.M. CUSTOMS and Excise have introduced new arrangements to allow the examination of goods imported in containers to take place at ports or airports away from the point of first importation. The places to which the goods are removed must already be approved for Customs clearance of such goods and must have adequate facilities for examination of containerized goods. The scheme applies to goods imported in secure containers of a minimum size of 300 cubic feet (external) removed under security.

By so offering transport operators a very wide range of choice of points at which these goods can be examined the Customs hope to make a substantial contribution to the quicker movement of containerized traffic from the quayside on the lines suggested in the Rochdale report. This facility has been discussed with interested trade associations and has met with general approval.

The Customs do not consider that a similar inter-port removal scheme would be of general benefit to the export trade, as the outward clearance of goods in large containers does not normally occasion delay at the port of shipment. Customs will, therefore, be prepared to consider the application of such a scheme to goods exported in containers only in exceptional cases involving substantial quantities of goods subject to Revenue control at shipment. They have, however, approved, as an experimental measure and subject to certain conditions, other arrangements for reducing the extent of examination before shipment of goods exported in containers.

IMPORTS

The regulations which will be applied to inter port/airport removal are outlined below.

Place of examination

The places to which loaded containers or vehicles are to be removed must be approved wharves or customs airports and must have suitable facilities for handling the containers and vehicles and for unloading the goods directly into a transit shed of adequate size. Wharves must be already approved for the unloading of the classes of goods concerned. The whole of the contents of each container or vehicle must be cleared at one place of examination.

Containers and Vehicles

The containers or vehicles must bear permanent identifying marks and numbers and have loading compartments of a minimum size of 300 cubic feet (external) which are securely constructed of plates, boards or panels and have provision for locking so that it is impossible to obtain access to the contents without causing obvious damage to the structure or fastenings. Sheeted vehicles which comply with the security standards specified in the TIR Convention (Command Paper 790) may be used for goods other than wines, spirits or tobacco.

Security by bond

The carrier must enter into a general bond, in a penalty sufficient to cover the duty and Purchase Tax on all consignments in transit in the United Kingdom at any one time, to secure the due production of the goods intact to the Officer at the place of examination.

Documentation

A declaration of the contents of each container or vehicle with a request for its removal must be made on a form to be provided officially. Documentary evidence in the form of a manifest or similar advice from the place where the goods were loaded abroad must be produced.

Official control

Containers and vehicles will be liable to, but will not normally be subjected to, internal inspection at the place of landing, and safe means of access and facilities for opening and re-securing them must be provided there. The closing devices of containers and vehicles will be officially sealed or Crown locked according to the class of goods carried but this will not relieve the carrier of his responsibility for the security of the goods whilst in transit and he will be required to use his own locks or other strong fastenings.

Applications for approval

Those wishing to take advantage of these arrangements should first ensure that the authorities at the port or airport to which they wish to remove their containers or vehicles for examination are willing to accept this traffic. They should them make prior application to the Commissioners of Customs and Excise through the Collector at the proposed place of examination, stating the ports at which containers or vehicles are to be landed and the ports and wharves or airports, to which they are to be removed and giving particulars of the goods concerned.

EXPORTS

The experimental arrangements referred to above apply to a wide range of goods which are required to be exported under Revenue control, have been examined (or made available for examination) at traders' premises, and are packed into secure containers or vehicles for shipment. The containers or vehicles may contain individual or grouped consignments, and may be packed either by the exporter of the goods or by independent transport operators who retain control of the containers or vehicles up to the point of shipment. Transport operators authorized by Customs under these arrangements will be required to give an undertaking to observe certain conditions regarding the documentation of goods, securing of containers, and production of containers before shipment. Subject to compliance with these conditions, only a small proportion of containers and vehicles exported under these arrangements will normally be required to be opened for examination at the port of shipment.

Any person interested in these arrangements should apply for further information to his local office of Customs and Excise.

Application for temporary exemption from duty of furfuryl alcohol

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of furfuryl alcohol. The application has been made on the grounds that supplies of this commodity available from the United Kingdom and Commonwealth sources during 1965 will not be sufficient to meet a substantial proportion of the total United Kingdom demand.

Representations are invited from:

(i) Manufacturers of furfuryl alcohol in this country or agents of Commonwealth manufacturers, who consider that they are, or will be within a reasonable period, in a position to supply a substantial proportion of the total United Kingdom demand, and,

(ii) Users of furfuryl alcohol who are having difficulty in obtaining supplies. Users are asked to give full details of their requirements for this year, preferably by quarters, compared with their requirements during the same quarters last year, and the proportion they expect to obtain from United Kingdom or Commonwealth sources.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Room 572, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, quoting reference number 2542. Representations should be received by March 19.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 19, 1965.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	2 - Ethylamino - 4 - methylthio- 6- *iso*propylamino-*sym*triazine.	2 - Methylthio - 4 - ethylamino - 6 - isopropylamino - S - triazine.	December 31, 1965	6667
29.35	Sodium ribunocleate .	Sodium nucleinate ex yeast	December 31, 1965	6638
29.42	18β - Acetoxy - 10β: 17α - dimethoxy - 16β - methoxycarbonyl - 3 - oxo - 2: 3 - seco - 20α-yohimbane.	18β Acetoxy 10β : 17α dimethoxy 3 Keto 16β methoxycarbonyl 2, 3 seco 20α yohimbane.	December31, 1965	6669
30.03	Preparations containing not less than 18 per cent by weight of 2 - *p* - chloroanilino - 5 - *p* - chlorophenyl - 3: 5 - dihydro- 3 - isopropyliminophenazine.	As in previous column .	December 31, 1965	6655
38.11	Preparations, in powder form, containing not less than 17 per cent by weight of triphenyltin hydroxide.	(Fentin hydroxide) 20 per cent wettable powder formulation.	December 31, 1965	5664

The Import Duty Drawbacks (No. 2) Order, 1965

THE TREASURY have made the Import Duty Drawbacks (No. 2) Order 1965.

This Order:

(i) provides for the allowance of drawback of import duty on imported linseed oil used in the manufacture of exported printing ink base,
(ii) varies the rates of drawback of import duty on imported linseed and linseed oil used in the manufacture of specified exported products including printers' inks, and
(iii) increases the rate of drawback of import duty on specified imported glazed transparent paper and greaseproof paper used in the manufacture of certain exported confectionery cases and baking cases.

The Order came into operation on March 3, 1965, and has been published as Statutory Instruments 1965, No. 265.

Copies are obtainable direct from HM Stationery Office.

The Import Duties (Temporary Exemptions) (No. 2) Order 1965

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 2) Order 1965.

This Order provides that the goods listed in Schedule 1 shall be temporarily exempted from import duty, and those listed in Schedule 2 shall continue to be exempted from import duty, until December 31, 1965, unless a shorter period is indicated against any item.

The Order came into operation on March 3, 1965, and has been published as Statutory Instruments, 1965, No. 266.

Copies may be obtained from HM Stationery Office.

Annual Report on the Monopolies and Restrictive Practices Acts, 1948 and 1953

THE BOARD OF TRADE's Annual Report on the operation of the Monopolies and Restrictive Practices Acts, 1948 and 1953, was published on February 25 by HM Stationery Office, Kingsway, London, W.C.2, and at branches, price 1s. 3d. (by post 1s. 5½d.).

The Report includes a summary of the work and expenditure of the Monopolies Commission during 1964.

Application for anti-dumping duties on saccharin

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on saccharin and its salts originating in Japan and in the Republic of Korea.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than March 19. A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter and who give an undertaking to treat the information contained in the statement in confidence and to allow their comments to be passed to the applicants for reply.

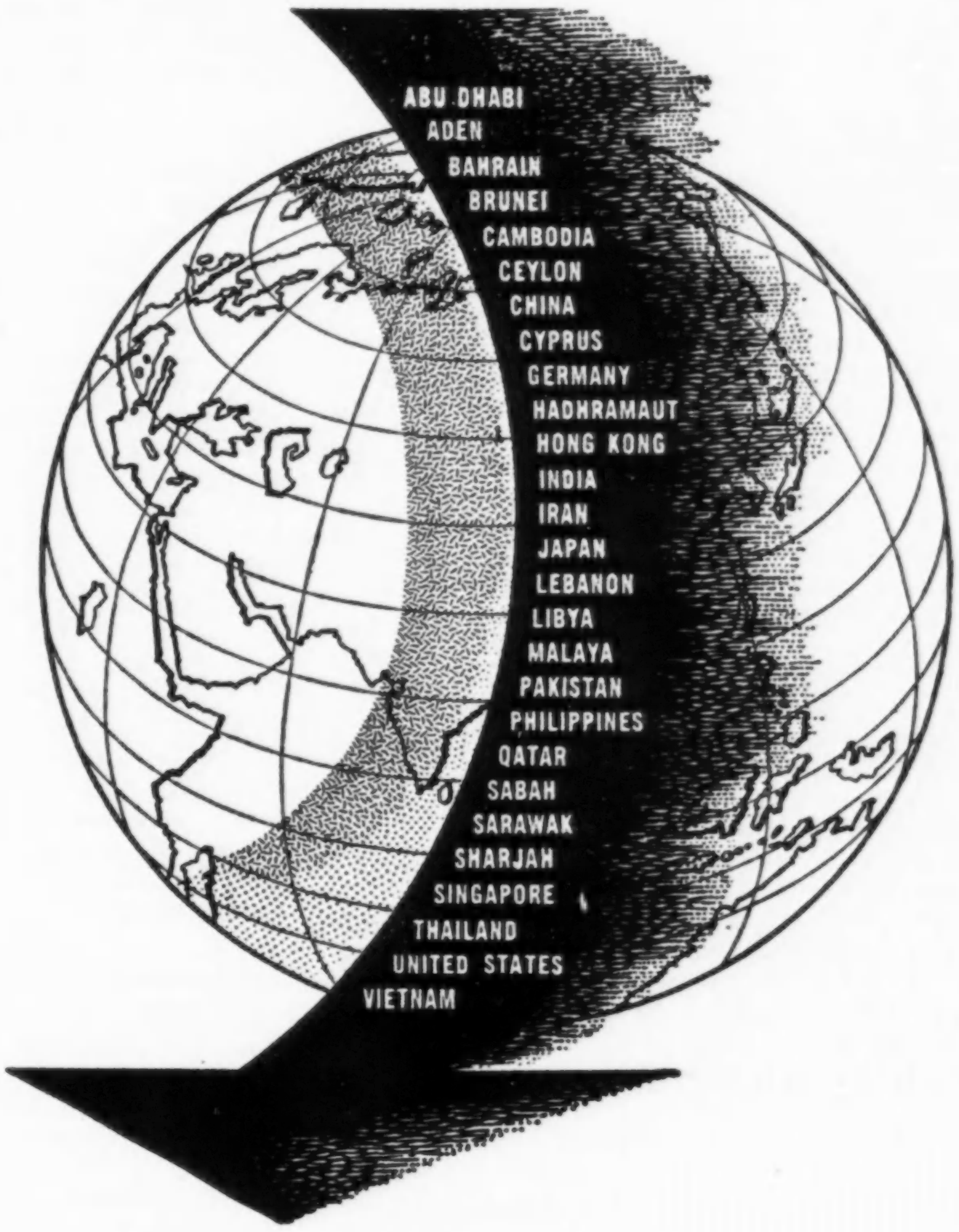
Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 557, 1 Victoria Street, London, S.W.1.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

The best way
to these
EXPORT MARKETS



is through
THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 offices in twenty-seven territories, as shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

New Books

World Trade Annual 1963. United Nations Statistical Office (4 volumes. $75 from Walker and Company, 720 5th Avenue, New York 10019, USA). The pattern of arrangement of the United Nations *Commodity Trade Statistics* changed, in the 1962 issues, from one of 'commodity/reporting country/partner country' to one of 'reporting country/commodity/partner country': and instead of a straightforward set of four quarterly cumulative issues a year, each with a complete range of commodity statistics for all reporting countries, it now comes in about 24 fascicules a year, each one containing data for a few countries only. The effect of these changes has been greatly to speed up publication of available commodity trade statistics as soon as they are reported; but a serious disadvantage has been the loss of a comprehensive account of world trade on a commodity-by-country basis, such as was once provided by the fourth quarterly issue (containing data for the whole year) of the old *Commodity Trade Statistics*. The UN Statistical Office promised an extra annual volume on a 'commodity/reporting country/partner country' basis at the time of the changeover, to meet this continuing need; but in the event its resources have not permitted the additional publication. Instead, the UN Statistical Office has made available to a commercial publisher the magnetic tape on which the necessary data for such a compilation is stored, and the result is this first issue of *World Trade Annual*, printed from photographic reproductions of computer tabulations from the magnetic tape, and reduced in size to give handy octavo cloth-bound volumes. It presents statistics of the trade of Canada, USA, Japan, Australia and 18 European countries (including Great Britain) in each of the 1312 most detailed commodity items of the Standard International Trade Classification. The figures cover about 80 per cent of all world trade; value figures are in US dollars, and quantities in metric units where helpful, and there are also summaries for the 625 sub-groups, 56 divisions and 10 sections of the SITC. Volumes can also be purchased separately as follows: Vol. 1 (SITC 0, 1, 2, 4), $20: Vol. 2 (SITC 3, 5), $20: Vol. 3 (SITC 6, 8), $40; Vol. 4 (SITC 7, 9), $20. The publishers hope to continue the undertaking in future years, and also to produce various supplementary volumes and analyses, as required. It should be remembered that the *Commodity Trade Statistics* and the *World Trade Annual* are not the only services of international trade statistics emanating from the United Nations Statistical Office. Those who are primarily interested in the trade of particular countries, for instance, rather than in the commodity composition of trade, are catered for in the *Direction of International Trade* series and the *Yearbook of International Trade Statistics*.

Overseas Trade Accounts of the United Kingdom (HM Stationery Office, 30s. per copy. Subscription £8 14s.). The first issue of the new cumulative monthly trade statistics was published this week, providing the full, authoritative analysis of Britain's overseas trade for the month of January, 1965. This is a remodelled successor, in larger format, to the *Accounts Relating to Trade and Navigation*, which ceased publication with the issue for December and Year 1964. Librarians in particular should note that, for technical reasons, *Overseas Trade Accounts* differs from its predecessor in not being issued as a House of Commons Paper, and standing subscription orders may accordingly need adjustment on this account.

Code of Liberalisation of Current Invisible Operations, December, 1964. Organization for Economic Co-operation and Development (121 pages. 9s. from HM Stationery Office and Government bookshops). 'Invisible operations' are encountered by businessmen most frequently in the form of shipping and forwarding transactions, insurance, advertising and commissioning activities, and business travel. For the industrialist, they include contracting, assembly and repair services. The first attempts at reducing the barriers to the free flow of such operations across national frontiers came in 1955, when the Organization for European Economic Co-operation published a comprehensive list of items and activities declared to be wholly or partly free from restriction in member countries. Subsequent editions of this list have incorporated amendments embodied in the Acts of the Council of the OEEC and its successor, the OECD; and this latest issue contains the whole text of the Code as amended up to July 28, 1964. This publication also shows which member countries enforce reservations in respect of particular items of the Code, gives the texts of undertakings by member countries regarding procedural requirements, and sets out the terms of reference of the Committee for Invisible Transactions (the committee of ten experts who administer the Code). Parallel English and French texts occur throughout.

Information for Consumer Education. The Consumer Council (51 pages. 2s., by post 2s. 4d., from HM Stationery Office and Government bookshops). An outline guide to consumer organizations, to the laws that protect the consumer as shopper, and to the sources of information on consumer matters. There are chapters on consumer education, the consumer movement in the United Kingdom, the government and the laws that protect the consumers, consumer organizations, details of industries having organizations whose activities touch on consumer affairs, consumer organizations abroad and organizations concerned with advertising practice. Appendices list organizations connected with consumer interests, useful publications, and Consumer Council members.

Management Recruitment and Development. National Economic Development Council (63 pages. 5s., by post 5s. 5d., from HM Stationery Office and Government bookshops). An inquiry into the recruitment, development, training and education of managers in industry today, based on information gathered from some 100 large companies and co-operative societies. Although no formal conclusions have been made on the basis of this evidence, a summary of the main points emerging from the inquiry is given. These deal with such topics as the shortage of the right type of recruits for managerial or potential managerial positions, and the lack of knowledge on the part of industrialists and educationalists as to what is required in the field of education and training for management. The questionnaire on which the inquiry was based is reproduced together with an analysis of the replies received.

Statistics in Theory and Practice, With Special Reference to Published Statistics, by L. R. Connor and A. J. H. Morrell. 5th edition (261 pages. Pitman, 30s.). The scope and content of published statistics having developed rapidly in recent years, some of the chapters of this popular textbook for students of commerce and economics have been considerably revised, and a six-page appendix on automatic data processing equipment is included for the first time. The book is an introduction to both the theoretical and the descriptive aspects of statistics, with emphasis on published statistics and their interpretation, rather than on the mathematical techniques involved. Covering a wide field the chapters are perforce brief (there are only 17 pages on index numbers, for instance) and deal with only a selection of the more general economic statistical tables that are published.

Index Numbers Theory and Application, by Walter R. Crowe (368 pages. Macdonald and Evans, 42s.). The usefulness of statistical index numbers, and the quality of the results derived from using them, depend not only on the accuracy of the statistics on which they are based but also on the validity of interpretations placed upon them. This textbook, which is written for the non-mathematical student, explains both the basic theories on which index numbers are calculated, and the applications of indexes published or available in Great Britain. The volume is arranged in two parts, one dealing with the theory and also including a short history of index numbers; and the other consisting of brief summaries of existing indexes, with chapters on prices, investment prices, production, labour, overseas trade, banking, industry and transport. Questions and exercises are included in both parts of the book, and a final chapter contains some background information for students.

The Truth About Bookselling, by Thomas Joy (206 pages. Pitman, 25s.). 'Bookselling is different' says the author in his first sentence, and in this work he gives a straightforward account of the working principles and practices of the book trade, as encountered by an individual bookseller. The book embraces every important feature of retail bookselling, from the financial basis to stock-keeping and display methods. Mr. Joy devotes his attention mainly to those aspects of the subject that directly affect procedures in individual bookshops and, in spite of a chapter on the economics of bookselling, he does not go at all deeply into such questions as the pattern of organization and structure of the trade as a whole, or its role in relation to the distributive and service trades in the national economy. The book is indexed, and includes the texts of various standard documents in the trade, in particular the Net Book Agreement which was upheld by the Restrictive Practices Court.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, FEBRUARY 23

Exports to South Africa

Mr. Douglas Jay President of the Board of Trade was asked what was the current annual volume of export trade to South Africa. In reply Mr. E. C. Redhead, Minister of State (Overseas) said that UK exports to that territory in 1964 was £222 millions.

Capital expenditure in wool industry

Asked what was the fixed capital expenditure in the wool textile industry in 1964; and what was the figure for 1963, Mr. George Darling, Minister of State (Home) replied: 'A preliminary estimate suggests that in 1963 the capital expenditure of the wool industry was about £15 million but this figure is subject to revision when the results of the Census of Production are available. An estimate has not yet been made for the year 1964'.

New jobs on Merseyside

Replying to a questioner as to how many new jobs in the Merseyside area had come into existence in the last five years in the motor car and motor components industries; and how many new jobs in the same industries he expected to come into existence in the next three years, the Minister of State (Home) said: '20,000 new jobs as a result of major developments by the motor industries, and these developments are expected to provide over 9,000 more jobs in the next three years'.

In reply to a further question concerning steps taken by the Government to sustain expansion of the motor industries on Merseyside he said that the Board of Trade continued to draw attention to the benefits available to industry, including the motor industry, in the development districts.

Nuclear propulsion of merchant ships

The President was asked what progress was being made with the planning of a nuclear-powered surface ship; and what assistance he was receiving in his consideration of the matter. In reply Mr. Roy Mason, Minister of State (Shipping) said that the Government was continuing its review of nuclear propulsion of merchant ships. All the relevant information available was being taken into account.

WEDNESDAY, FEBRUARY 24

Imports of butter

A statement concerning the import arrangements for butter for the year beginning April 1 appears on page 491 of this issue.

Motor industry expansion in Scotland

Replies to questions on the expansion of the motor industry in Scotland, and the growth prospects of existing manufacturing industries in the Central belt of Scotland appear in *Hansard*.

THURSDAY, FEBRUARY 25

BS and school blazer cloth

The President was asked what official publicity would be given to the new British Standard specification for school blazer cloth, to ensure that parents of schoolchildren were aware of it. In reply the Minister of State (Home) said that responsibility for publicity rested with the British Standards Institution, which was an independent body. The Institution's press releases received good coverage in the national, provincial and trade press.

UK and Japanese shipbuilding prices

Asked what percentage Japanese shipbuilding yards undercut best British shipyard tenders for new orders, and what steps he intended to take to help close this gap, the Minister of State (Shipping) replied: 'There is no official information about British or foreign prices for ships. Where there are differences in price, these seem to vary greatly according to the type of ship. The Shipbuilding Inquiry Committee will consider what action might help the British shipbuilding industry to become more competitive in world markets'.

Merchandise Marks legislation

The Minister of State (Home), in reply to a questioner who asked if he would introduce legislation to provide a system of marking boots and shoes to ensure that customers were made aware of materials used in their manufacture, said that the revised merchandise marks legislation – 'which, incidentally, will have to have a new name when we've finished with it' – would provide, as recommended by the Molony Committee, a general power to require informative labelling of specified classes of goods.

Shipbuilding credit

Replying to a number of questions concerning steps to make available to British and foreign shipowners a line of credit at a modest rate, in order to attract shipbuilding orders back to this country, and whether there would be special loan facilities available to British shipowners for orders placed in British yards, the President said that following his recent announcement of improved credit facilities for exports, orders exceeding a quarter of a million tons had been placed in British yards by foreign owners, and the number of foreign inquiries had increased. He had no evidence that the credit facilities available at present to British shipowners adversely affected their competitive position.

Exports of motor vehicles

The President gave the following information as to what was the average annual value of exports of motor vehicles and parts (excluding tractor parts) to South Africa over the last three years; and how these figures compared with exports to other individual countries. South Africa £34·7 million, United States £50 million, Australia £40·5 million, Sweden £22·9 million, New Zealand £22·8 million, France £17·8 million, Belgium £16·6 million, Italy £16·4 million, Canada £16·4 million.

Import surcharge and export rebate

The following reply was given by the President concerning representations from British industry on import charge and export rebate. He said that they had largely been concerned with effects on the cost of semi-manufactured materials, components and equipment needed by industry. These representations were fully considered by the Government in reaching the decision to reduce the charge announced by the Chancellor of the Exchequer on February 22. The export rebate scheme had been generally welcomed by British industry.

Increase in trade mark fees

Asked what increase in trade mark fees had been made in 1965; if he was aware that this would add to the costs of production at the present time, and what was the reason for the increase, the Minister of State (Home) said that in order to meet increased costs of administration, the registration fee, giving rights for seven years, had been increased by £1 and the renewal fee, covering a period of 14 years, by £4. The effect on the costs of production must be infinitesimal.

Measures for export increase

In reply to a questioner who asked what further measures he intended to introduce to increase exports, the President said that various ideas were being considered, but it was too early to announce any further measures as yet.

Orders made under RPA

The President was asked if he would list the number of occasions on which orders had been made under Section 10 of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 and the subject of each such order. In reply the Minister of State (Home) said that the following Orders had been made: the Monopolies and Restrictive Practices (Dental Goods) Order, 1951; the Monopolies and Restrictive Practices (Imported Hardwood and Softwood Timber) Order, 1960.

The first Order rendered unlawful agreements relating to the collective enforcement of resale prices in respect of dental goods and agreements, the effect of which was to restrict the number of persons carrying on business as suppliers of such goods. The second Order prohibited the making or carrying out of agreements or arrangements for the supply of imported timber having effects similar to the effects of the agreements condemned in the 1953 Report on the Supply of Imported Timber by the Monopolies and Restrictive Practices Commission. The condemned agreements were agreements between traders on certain approved lists to deal only with each other.

Wool textile growth

Asked what had been the rate of growth of productivity in the wool textile industry since 1961, and how it compared with the rest of the economy, the Minister of State (Home) said: 'Statistics of production and employment suggest that in the wool textile industry the growth of output per head since 1961 has been less than in manufacturing industry as a whole. Short-term changes are very much influenced by fluctuations in business conditions'.

Trade with Israel

In reply to a questioner who asked what specific steps he was taking to promote increased trade with Israel, the President said that the measures to increase exports announced on January 27 applied to Israel as to other countries. The United Kingdom would participate in the 1966 Tel Aviv Trade Fair if there was sufficient support from industry. He was glad to say that our trade with Israel was increasing very rapidly.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

Vacant government factories in England

THE GOVERNMENT'S policy of building 'Advance' factories in development districts in England to meet the demands of expanding industry continues to be highly successful. Many of the units included in the first programme have been let or sold, and some have already been extended. Negotiations for the letting or sale of others are proceeding.

The Industrial Estates Management Corporation for England, which administers industrial estates and sites on behalf of the Board, provides the following details of 'Advance' factories available for immediate occupation, under construction, or projected, and invites inquiries from interested firms.

1. A '10,000 sq. ft.' unit is available for immediate occupation at Shildon, Co. Durham.
   It has a single-storey production area of 8,000 sq. ft. The roof is of patent metal decking with continuous roof lights. The office and ancillary area has, at ground floor, an area of 2,000 sq ft. and a further area of 2,000 sq. ft. suitable for storage or additional offices at first-floor level. Clear height of 14 ft. 6 in. to 17 ft. 0 in. is allowed over the production area. Space heating is provided by oil-fired warm-air heaters. Services into factory – electricity 100 kVA, gas 1,000 cu. ft. per hour, water 3,000 gallons per day.
2. At the Hartlepools Industrial Estate, Co. Durham, a '25,000 sq. ft.' unit is under construction with completion scheduled for July 1965. It has a single-storey production area of 21,000 sq. ft. with a clear working height of 17 ft.-18 ft. 6 in. The roof is of steel decking with lantern lights and ventilators over. Allowance is made for the support of two 10-ton cranes. The single-storey office block has an area of 2,500 sq. ft. Ancillary buildings, including boiler and transformer houses, store, time office, male and female toilets, switch, first-aid, rest, cloak and tea rooms, have a total area of 3,180 sq. ft. Heating is supplied by L.P. Hot Water through unit heaters and convectors. Services into factory – electricity 200 kVA, gas 1,500 cu. ft. per hour, water 8,000 gallons per day.
3. A '50,000 sq. ft.' unit is being constructed at Chester-le-Street, Co. Durham, and another at West Simonside, Jarrow, Co. Durham. They should be available for occupation in April 1965 and October 1965 respectively.
   Each has a single-storey production area of 42,000-sq. ft., with a clear working height of 17 ft.-18 ft. 6 in. The roof is of steel decking with lantern lights and ventilators over. Allowance is made for the support of four 10-ton cranes. The two-storey office block has an area of 4,410 sq. ft. Ancillary buildings, including boiler and transformer houses, store, time office, male and female toilets, switch, first-aid, cloak and tea rooms, have a total area of 3,930 sq. ft. Heating is supplied by medium-pressure hot water through unit heaters and convectors. Services into factory – electricity 400 kVA, gas 2,000 cu. ft. per hour, water 15,000 gallons per day.

Rents of the foregoing range from 4s. to 4s. 9d. per sq. ft.

A new programme of 'Advance' factories will commence shortly, and they are scheduled for completion in 1966. Plans are available for inspection on request. The factories will be located as follows:

	Location	Size (sq. ft.)
The North East	Consett/Stanley area	25 000
	Cramlington	25,000
	Crook	25,000
	Houghton-le-Spring	25,000
	Team Valley, Gateshead	25,000
	Tees-side Estate, Thornaby	25,000
	Tees-side Estate, Thornaby	10,000
North West (including Cumberland)	Cleator Moor	25,000
	Maryport	10,000
	The Merseyside area (North)	25,000
	The Merseyside area (South)	25,000
	Barrow-in-Furness	25,000
	Widnes	25,000
South West	The Penzance area	10,000
	The Ilfracombe area	5,000
	The Camelford area	5,000
	The Helston area	5,000
	Falmouth	25,000

'Advance' factories are located in 'Development Districts' and are designed to meet the requirements of all types of medium and light industry. They may be leased for 21 years or purchased on a freehold or leasehold basis depending on siting, and are eligible for 25 per cent capital grant if purchased prior to completion. Land is allowed for at least 100 per cent future expansion. Machinery grants, 'depreciation holiday', and BOTAC loans and grants are available. Ministry of Labour grants for training may also be obtained.

A number of existing factories are available, or becoming available, in North East England at rents ranging between 2s. 6d. and 4s. 9d. per sq. ft.

Bowesfield, Stockton, Co. Durham

A steel-framed, brick-built unit of 23,840 sq. ft. (including a two-storey office block) consisting of centre clerestory bay with 18 ft. 0 in. headroom and two side bays of 13 ft. 0 in. and 10 ft. 0 in. headroom. Immediately available.

Aycliffe, near Darlington, Co. Durham

A 12,120 sq. ft. single-storey brick building with flat roof, office and toilet accommodation, central heating and other services. Immediately available.

North Tees Estate, Stockton

A steel-framed brick-built unit of 6,574 sq. ft. Production area 5,234 sq. ft. Boiler house, fuel store and ancillary area. Immediately available.

Skelton Estate, Cleveland

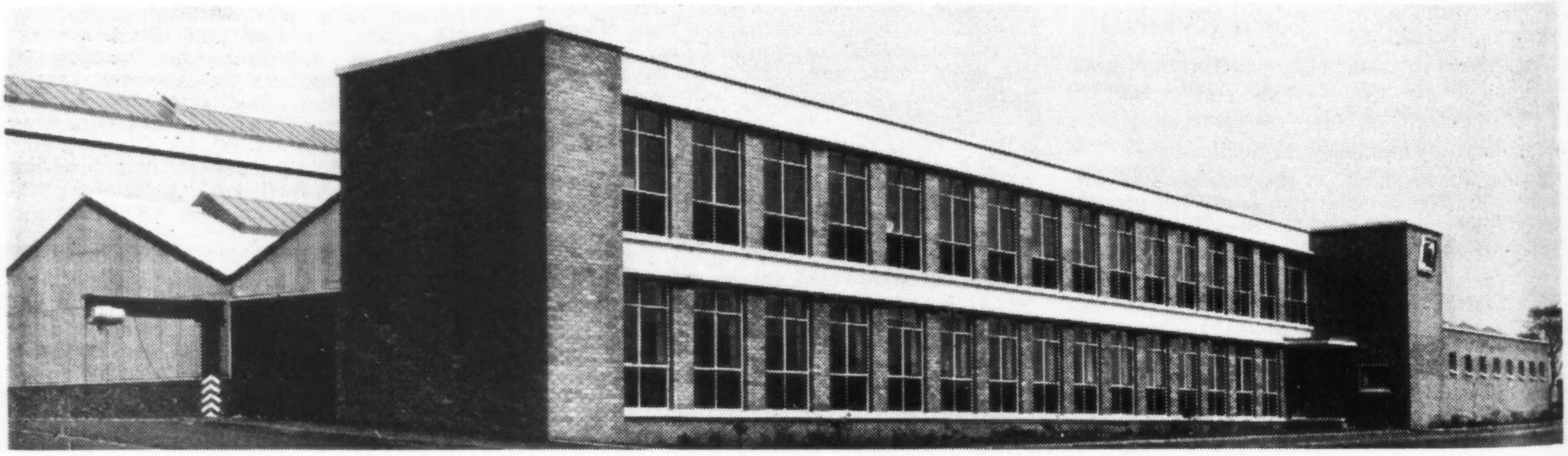
A steel-framed brick-built factory of 47,742 sq. ft. North light design. Factory area 40,310 sq. ft. in 2 x 90 ft. spans with 14ft. clear headroom. Two-storey office block. Heating by L.P.H.W. circulating system. Immediately available.

Team Valley Estate, Gateshead

A steel-framed brick-built factory of 5,288 sq. ft., including office space of 522 sq. ft. Headroom 24 ft. 4 in. Building equipped with crane. Available August 1965.

A steel-framed brick-built factory of 6,381 sq. ft., including 500 sq. ft. office space. Headroom of 11 ft. 9in. Available November 1965.

Inquiries should be addressed to: The Secretary, The Industrial Estates Management Corporation for England, Team Valley Estate, Gateshead 11, Co. Durham (Tel. Low Fell 76071) or any office of the Board of Trade.



Elliott Brothers (London) Ltd., factory at Cowdenbeath.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	131	107	140	146	132	+147	+ 89	+29	+30
1964		128*				106									
1963															
2nd quarter	117	118	132	128	117	102	130	109	134	150	128	+ 47	— 9	+17	— 5
3rd quarter	118	120	138	130	120	104	137	106	141	164	140	— 4	— 12	— 7	— 6
4th quarter	122	124	138	132	121	105	142	109	149	168	143	+124	+ 61	+23	+41
1964															
1st quarter	121	127	141	134	121	105	146	115	153	175	150	+ 85	+ 79	+ 2	+ 4
2nd quarter	122	127	142	135	120	105	150	120	153	181	149	+150	+126	+ 5	+ 1
3rd quarter	123	127	144	138	122	106	154	121	167	186	152	+117	+ 77	+ 6	+13
4th quarter		131*				107									
1964															
July	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132*	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	107	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+113
1964	164*	125*	125·7	+3·3	108·6*	125·4*	148·4	362	—140	..	221	+77	..	149	136	
1963																
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	128	128	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·9	445	— 5	+42	182	+25	— 5	146	135	— 70
2nd quarter	148	125	125·5	+2·8	107·8	125·0	147·6	355	— 90	—58	230	+48	+33	148	135	—109
3rd quarter	154	113*	126·5	+4·3	108 6	125·8	149·3	311	— 44	—34	242	+12	+ 6	148	134	—127
4th quarter	164*	125*	127·6	+4·5	109·9*	127·0*	150·9	336	+ 25	+50	228	—14	—34	149	139	
1964																
July	150	120*	126 2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	128	..
August	153	117*	126·7	+4·7	108·6	125·7	149·3	314	+ 11	+10	239	—11	— 9	156	142	..
September	154	113*	126·7	+4·4	109·1	126·2	149·7	315	+ 1	+11	239	Nil	— 7	152	132	..
October	157*	119*	126·8	+4·1	110·0	126·3	149·8	332	+ 17	+27	233	— 6	—12	147	135	..
November	162*	127*	127·8	+4·6	110·3*	127·2*	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	164*	125*	128·3	+4 8	109·5*	127·5*	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January			128·7	+4·6	109·2*	127·9*	153·2	363	+ 26	+41	221	— 1	— 1	145	136	
February								356	— 7	+ 2	229	+ 8	+ 6			

† NOT seasonally adjusted • Provisional.

Private pension funds invest in Government securities in fourth quarter

STATISTICS of private pension funds' transactions in assets in the last quarter of 1964, show marked changes compared with previous quarters, which appear to reflect reactions to the 7 per cent Bank Rate and other Government measures to reduce pressure on the balance of payments. While the liquid position of the funds show a further sharp increase, bringing holdings of cash and short-term assets to £105·6 million, the funds recorded net purchases of Government securities for the first time since the statistical inquiries began. The amount, £18·6 million, represented 26 per cent of total additions to funds during the quarter and the bulk of it was in long-dated stocks with over 15 years to maturity, reflecting probably the attraction of the high rate of return.

Investment in company securities was at a low level, £30·3 million, or 43 per cent of new additions to funds; in the same period a year earlier investment in company securities amounted to £62·0 million or almost the whole of total additions to the funds.

Seasonal pattern in net investment

A fairly marked seasonal pattern seems to be emerging from the quarterly statistics of transactions which have now been collected for two years. Both in 1963 and 1964 new investment was running at a rate about 25 per cent higher in the fourth quarter than in other quarters of the year. During 1964 as a whole the private sector pension funds added £239·2 million to their assets, 11 per cent more than in 1963.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and of non-profit making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always exactly equal to the sum of their components because of rounding; similarly, the figures of net investment are not always exactly equal to the difference between the rounded figures of the value of assets acquired and assets realized. For a further description of the statistics, see *Board of Trade Journal*, July 10, 1964.

Investments in assets by private pension funds. (1)

£ million

ASSETS	NET INVESTMENT							TRANSACTIONS 4th quarter, 1964		
	1963				1964					
	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	Assets acquired	Assets realized	Net investment
Public sector securities:										
British government and government guaranteed securities:										
Period to maturity:										
Up to 5 years	— 2·1	— 4·1	— 0·7	—10·3	— 3·5	+ 1·6	— 0·2	3·2	2·8	+ 0·4
Over 5 and up to 10 years					— 3·5	—	— 2·8	3·1	2·7	+ 0·4
Over 10 and up to 15 years					— 0·1	— 0·8	— 3·4	6·2	4·5	+ 1·7
Over 15 years					— 8·6	— 4·9	+ 7·5	43·3	27·3	+16·0
Undated					+ 1·2	— 0·2	— 1·4	1·4	1·4	—
United Kingdom local authority, etc., securities:										
Quoted:										
Period to maturity:										
Up to 10 years	+ 0·6	+ 2·9	+ 7·2	+ 3·7	+ 1·6	— 0·7	— 0·2	1·4	2·6	— 1·3
Over 10 and up to 15 years					— 0·2	+ 0·3	— 0·3	1·0	1·0	—
Over 15 years and undated					+ 1·3	+ 0·3	— 0·5	1·1	1·0	+ 0·1
Unquoted	+ 0·9	— 0·2	+ 0·4	+ 0·2	+ 0·6	+ 1·8	—	2·1	1·0	+ 1·1
Total of public sector securities	— 0·6	— 1·4	+ 6·9	— 6·3	—11·2	— 2·5	— 1·4	62·8	44·3	+18·5
Other assets:										
Company securities:										
Ordinary shares	+28·6	+32·7	+32·9	+40·1	+35·4	+39·3	+33·9	39·5	14·8	+24·7
Preference shares	+ 0·7	+ 0·7	— 0·5	+ 0·6	+ 0·6	+ 0·6	+ 0·5	1·2	1·3	— 0·1
Debentures, etc.	+14·0	+10·4	+11·6	+21·3	+14·7	+ 9·9	+11·0	10·3	4·6	+ 5·7
Mortgages and loans	+ 1·2	+ 0·4	+ 0·2	+ 1·5	+ 1·9	+ 0·7	— 1·2	1·5	1·1	+ 0·4
Overseas government, etc., securities	— 0·5	— 0·2	— 0·7	+ 1·7	— 0·6	— 1·2	— 1·0	1·5	2·8	— 1·3
Other investments	+ 5·0	+ 3·3	+ 4·8	+ 4·6	+ 2·1	+ 4·3	+ 4·4	5·0	0·1	+ 4·9
Total of other assets	+49·0	+47·3	+48·3	+69·8	+54·1	+53·6	+47·6	58·9	24·8	+34·1
Total transactions—	+48·4	+45·9	+55·2	+63·5	+42·8	+51·1	+46·2	121·8	69·1	+52·7
								BALANCES		
								Sept. 30, 1964	Dec. 31, 1964	
Cash and other short-term assets:										
Cash in hand and with United Kingdom banks	+ 0·5	+ 4·3	— 4·7	+ 1·4	—10·0	+ 2·4	— 2·6	26·3	37·6	+11·3
United Kingdom local authority bills and temporary money					+14·5	+ 2·2	+ 9·1	40·5	47·4	+ 6·9
Other short-term assets					+ 1·6	+ 0·6	+ 2·5	29·3	28·8	— 0·6
Short-term liabilities					+ 6·0	— 0·3	+ 2·4	8·4	8·2	+ 0·2
Total net cash and other short-term assets	+ 0·5	+ 4·3	— 4·7	+ 1·4	+12·2	+ 4·9	+11·4	87·8	105·6	+17·8
Total net investment	+48·9	+50·1	+50·5	+64·9	+55·0	+56·0	+57·7			+70·5

(1) Excluding funds of co-operative societies the net addition to which is estimated at £2 million per quarter, mainly invested with parent societies. The figures include estimates for other private pension funds not contributing to the quarterly inquiries.

Production of cars and commercial road vehicles in January

THE FOLLOWING TABLES show figures of production of road vehicles for periods up to and including January, 1965, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production **Number**

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1963 November	4	143,566	35,892	33,816	8,454	1,453	363
December	5	154,108	30,822	36,619	7,324	1,680	336
1964 January	5	185,349	37,070	44,696	8,939	1,863	373
1964 November	4	148,184	37,046	37,254	9,314	1,779	445
December	5	164,269	32,854	42,157	8,431	1,897	379
1965 January	4	143,229	35,807	36,343	9,086	1,681	420

Exports **Number**

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses coaches and trolleybuses
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	616,016	150,705	7,705
1964	679,383	159,226	7,048
1963 1st quarter	150,305	36,944	1,882
2nd quarter	156,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
4th quarter	167,161	39,546	1,853
1964 1st quarter	183,470	42,576	1,965
2nd quarter	182,725	41,222	1,734
3rd quarter	151,707	35,128	1,422
4th quarter	161,481	40,300	1,927
1963 November	51,051	12,211	592
December	57,060	13,566	636
1964 January	56,077	13,171	597
1964 November	54,373	13,107	617
December	54,409	13,352	662
1965 January	52,164	11,809	711

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

Overdrafts of the nationalized industries

THE TOTAL bank overdrafts of the nationalized industries at February 17, 1965 amounted to £52 million, of which £44·2 million was from the clearing banks and £7·8 million from the Scottish banks.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for December, 1964 prepared by the Ministry of Commerce is 144 (1958 = 100). This is 4 points lower than the final index for November, 1964, and 14 points higher than for December, 1963.

The index numbers for the main industrial groups for December, 1964, with the increase or decrease on December, 1963, shown in brackets are: textiles 142 (+15 points); clothing 123 (—2); engineering and metals 105 (—1); food, drink and tobacco 113 (+4); timber and furniture 127 (+36); other manufacturing industries 341 (+119); construction 156 (+5); gas, electricity and water 193 (+19).

UK overseas trade accounts

THE UNITED Kingdom Overseas Trade Accounts (imports and exports) for January were published by HM Stationery Office on March 1.

As announced when the trade figures for January were issued on February 12, it is proposed in future to issue a detailed analysis based on the full trade account figures only once a quarter. There will, therefore, be no *Board of Trade Journal* article issued this month to coincide with publication of the Accounts.

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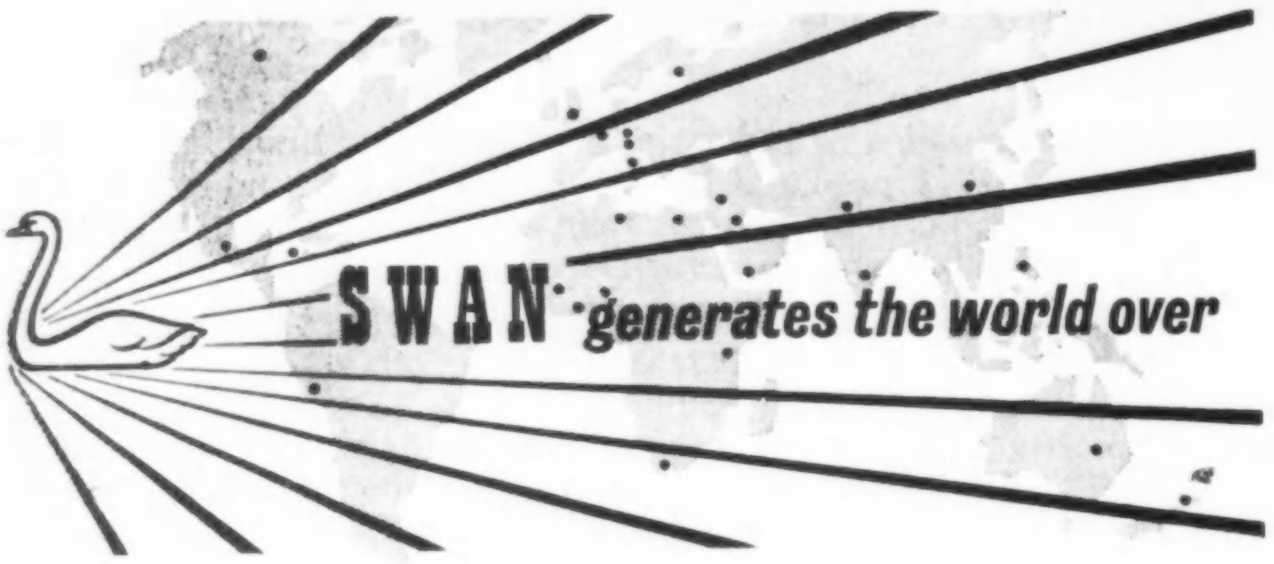
Assets and liabilities of hire purchase finance companies in December, 1964

HIRE PURCHASE, credit sale and other instalment debt owed to finance companies at the end of December 1964 amounted to £803 million, or just over 80 per cent of the total value of the selected assets reported in the quarterly enquiry into assets and liabilities of hire purchase finance companies. £754 million represented direct debt, and the balance of £49 million was owed to finance houses by retailers under block discounting arrangements, as already noted in an article published in the *Board of Trade Journal* of February 12, 1965 (page 343). The total of £803 million was £144 million more than a year earlier, reflecting the buoyant market in motor cars in 1964. Other advances and loans totalled £117 million at the end of December 1964, a rise of £40 million compared with the end of 1963. Stocking loans to car dealers are thought to be a major component of this category.

The main source of finance consisted of deposits amounting to £494 million, an increase of £104 million compared with a year earlier. Deposits by United Kingdom non-financial companies amounted to £203 million at the end of December 1964. Deposits by overseas residents totalled £86 million and by United Kingdom banks £84 million. United Kingdom banks provided a further £116 million net (i.e. after deducting finance companies' cash and balances with the banks) in other forms of lending. Funds derived by discounting bills with United Kingdom banks and discount houses totalled £111 million at the end of 1964, an increase of nearly £50 million over the year.

Compared with the end of September hire purchase and other instalment debt and other advances and loans, the two principal assets distinguished, rose by over £20 million, but deposits, the major source of finance fell, owing mainly to lower deposits by United Kingdom banks. The finance companies therefore turned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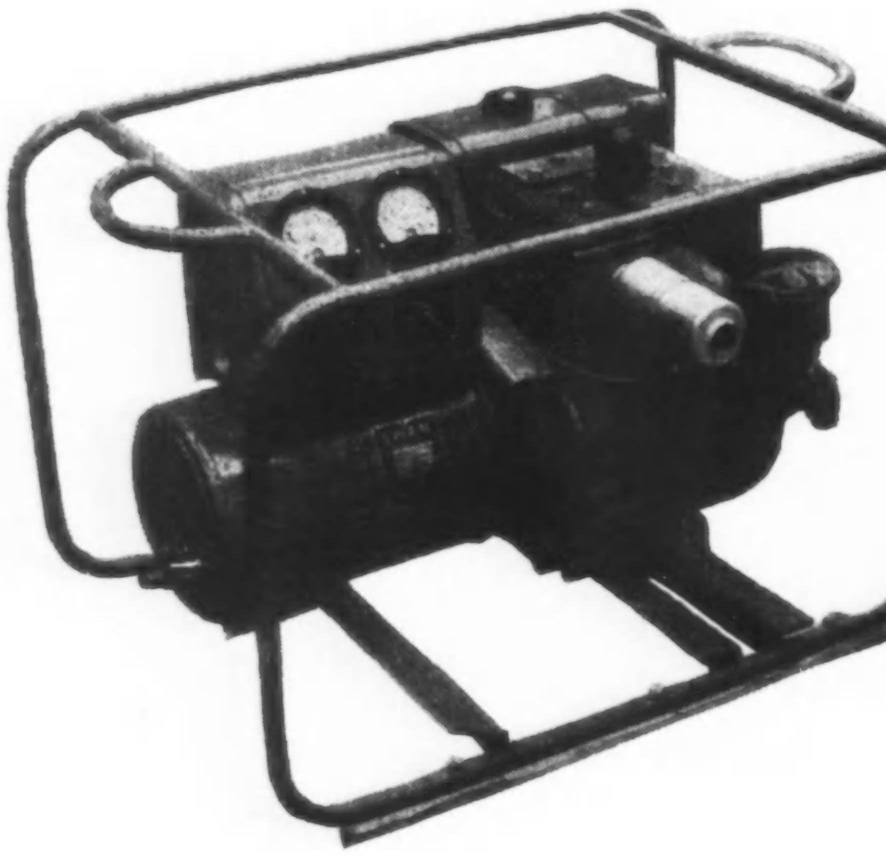

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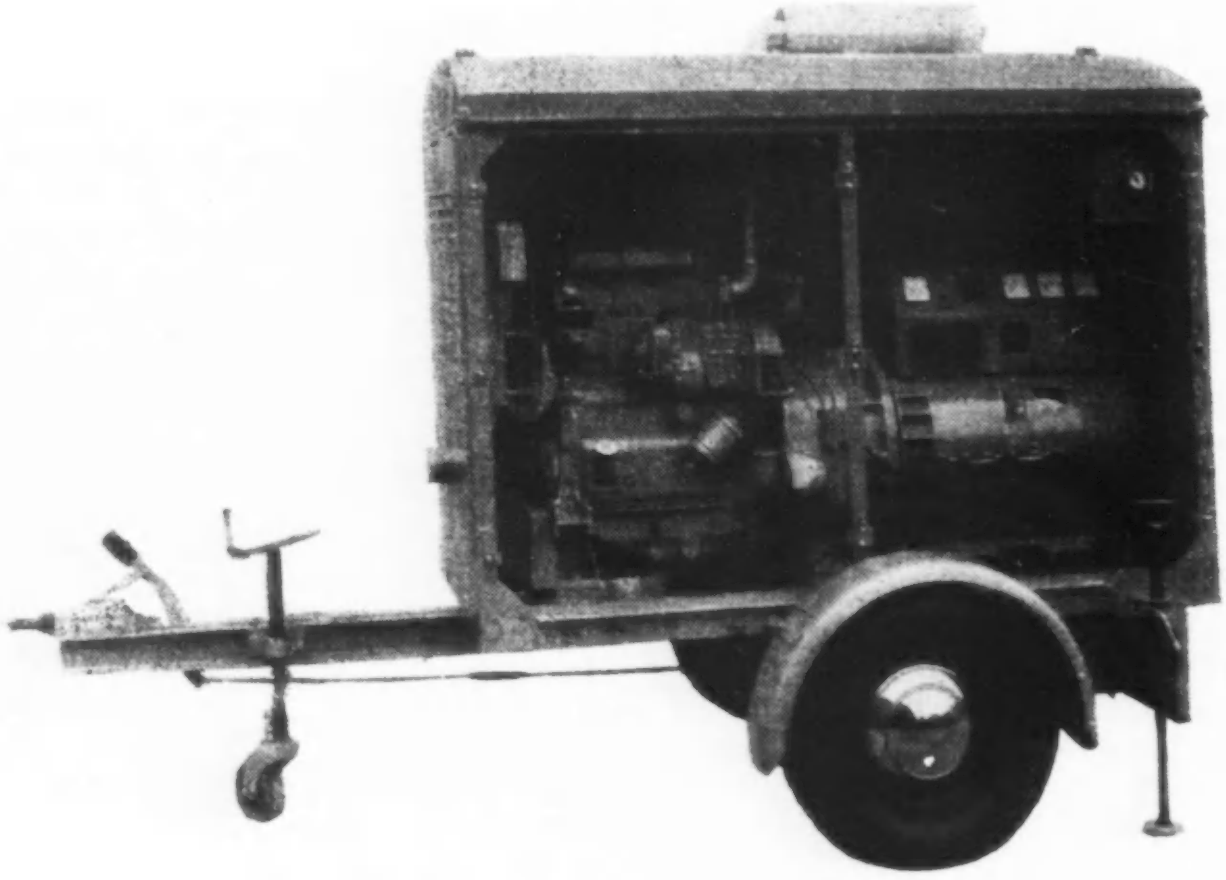

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to other sources of funds and increased their borrowing on discounted bills (by £34 million in the quarter) and by other borrowing from United Kingdom banks.

Selected assets and liabilities of finance companies

£ million

Selected assets	Holdings at					
	Sept. 30, 1963	Dec. 31, 1963	Mar. 31, 1964	June 30, 1964	Sept. 30, 1964	Dec. 31, 1964
Assets with United Kingdom financial institutions other than banks	15	9	14	11	10	9
Trade investments and investments in unconsolidated subsidiaries	}31	32	35	37	39	41
Other securities	22	19	15	19	15	20
Hire-purchase, credit sale and other instalment credit outstanding (1)	658	659	693	752	791	803
Other advances and loans	67	77	93	99	106	117
Total of Selected Assets	793	796	850	918	961	990
Selected liabilities						
Bills discounted with United Kingdom banks and discount houses	58	62	72	85	77	111
Deposits by:						
(a) United Kingdom banks	67	71	85	105	104	84
(b) Other United Kingdom financial institutions	33	30	43	54	56	55
(c) United Kingdom non-financial companies	174	175	164	196	195	203
(d) Other United Kingdom residents	40	42	48	53	55	66
(e) Overseas residents	77	72	72	73	91	86
Total deposits	391	390	412	481	501	494
Other borrowing:						
(a) United Kingdom banks (net) (2)	82	85	90	84	107	116
(b) Other United Kingdom financial institutions	6	6	7	7	7	7
(c) United Kingdom non-financial companies	1	1	1	1	1	2
(d) Other United Kingdom residents	7	8	8	7	7	7
(e) Overseas residents	1	1	1	2	—	—
Total other borrowing	97	101	107	101	122	132
Unearned finance charges	70	71	76	81	86	88
Issued capital and reserves (3)	151	151	153	152	157	172
Total of Selected Liabilities	767	775	820	900	943	997

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, Lima.

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday February 26, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 24: *Putting on an Act*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 30131	9	February 22
Sunday Thoughts Series 13: *No. 7 – No Escape*	,, ,,	Religious Films Ltd.	Br/E 30132	4	February 22
No. 8 – Off the Record	,, ,,	,, ,,	Br/E 30133	3	February 22
No. 9 – The Job in Hand	,, ,,	,, ,,	Br/E 30134	3	February 22
23 Skidoo	Contemporary Films Ltd.	National Film Board of Canada	Br/E 30142	9	February 23
Ballad in Blue	Warner-Pathe Distributors Ltd.	Alsa Films Ltd.	Br/E 30145	88	February 24
Mining Review No. 7 – 18th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 30148	10	February 25
Never Mention Murder	Warner-Pathe Distributors Ltd.	Merton Park Productions Ltd.	Br/E 30150	56	February 26
Movietone News 1863A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29908	7	February 26
Movietone News 1864	,, ,,	,, ,,	Br/E 29909	7	February 26
Pathe News 65-16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29960	8	February 26
Pathe News 65-17	,, ,,	,, ,,	Br/E 29961	8	February 26
		FOREIGN			
Seduced and Abandoned	British Lion Films Ltd.	Lux-Ultra Vides, Rome, and Lux C.C. de France, Paris	F 30130	118	February 22
The Triumph of Hercules	Ranworth Film Services Ltd.	P.C. Produzione Cinematografica, Rome, and Les Films Jacques Leitienne and Unicite, Paris	F 30135	90	February 22
Buffalo Bill, Hero of the Far West	Eagle Films Ltd.	Filmes, Rome; Gloria Film, Munich, and Les Films Corona, Paris	F 30136	93	February 22
Good Neighbour Sam	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.	F 30137	111	February 23
Marcel Proust – From Masterpieces to a Master's Work	Contemporary Films Ltd.	Jacques Letellier, Paris	F 30138	21	February 23
Criticus	,, ,,	Jugoslavia Film, Belgrade	F 30139	9	February 23
The Remu Cemetery	,, ,,	Film Polski, Warsaw	F 30140	16	February 23
Araby	,, ,,	,, ,,	F 30141	12	February 23
La Bonne Soupe	Twentieth Century-Fox Film Co. Ltd.	Belstar Productions and Les Films du Siecle, Paris, and Dear Film Produzione, Rome	F 30143	97	February 24
Blood on the Arrow	Warner-Pathe Distributors Ltd.	Allied Artists Pictures Corp.	F 30144	90	February 24
The Battle of Austerlitz	Twentieth Century-Fox Film Co. Ltd.	Lyre Film, Paris, and Galatea, Rome	F 30146	123	February 25
Baby the Rain Must Fall	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.	F 30147	81	February 25
The Reluctant Saint	Gala Film Distributors Ltd.	Dmytryk-Wiler Inc.	F 30149	105	February 26

Correction to the Register

The registration particulars of the film 'Love at Twenty' (F 29755) registered on October 7, 1964, have been corrected to show the makers as: Ulysse-Productions, Paris, France; Cinesecolo, Italy, and Toho-Towa, Japan.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the five weeks ended January 30, 1965.

Distributors' earnings submitted:		
High cost films	£543,998	
Low cost films:		
Eligible (after multiplying by 2½)	£32,187	
Not eligible for 2½ times rental	£5,113	
		£581,298
Films of less than 3,000 feet (after multiplying by 2½)		£55,657
		£636,955
Levy collections paid to Agency by HM Customs and Excise to January 25, 1965, approximately covering entertainments to January 2, 1965, together with an estimate of collections for entertainments for the four weeks ended January 30, 1965		£306,100

The third interim allocation for the eighth distribution period will be at the rate of 41 per cent.

Cinema admissions and takings in January

DURING JANUARY, the weekly average of admissions to cinemas in Great Britain was 7.0 million and the weekly average of gross box office takings was £1.24 million.

An export consignment of Pye Achoic stereo record reproducers for the American market, being loaded onto a Pan American Boeing 707 at London Airport. These weekly consignments handled by air frieght agents Carryfull Ltd., are destined for the Columbia Record Sales Corporation, New York.

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SPARES FOR RUSTON BUCYRUS '24RB', INTERNATIONAL, LIMA ('802', '1201'), CATERPILLAR, HUBER, HYSTER and OTHER MT SPARES including: HEADLIGHTS, BATTERIES, BULBS, ARMATURES, CUSHIONS, CONNECTORS, DISTRIBUTORS, GREASE GUNS, GREASE, MOTOR CYCLE PUMPS, MIRRORS and WINDSCREEN WASHERS, etc.,

and

FORDSON ('COUNTY', 'MAJOR', 'DEXTA'), INTERNATIONAL ('B250', 'B275') and DAVID BROWN TRACTORS, HYDRAULIC TIPPING, BEAST and TRACTOR TRAILERS, FORD-RANSOME THREE FURROW PLOUGH, ROLLERS, COMBINED HARVESTERS, and A LARGE QUANTITY OF AGRICULTURAL AND OTHER IMPLEMENTS.

SALE TO COMMENCE AT 10.30 a.m.

FOR VIEWING DATES AND TIMES SEE CATALOGUE

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS' INQUIRY OFFICES, DEPT. A2, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

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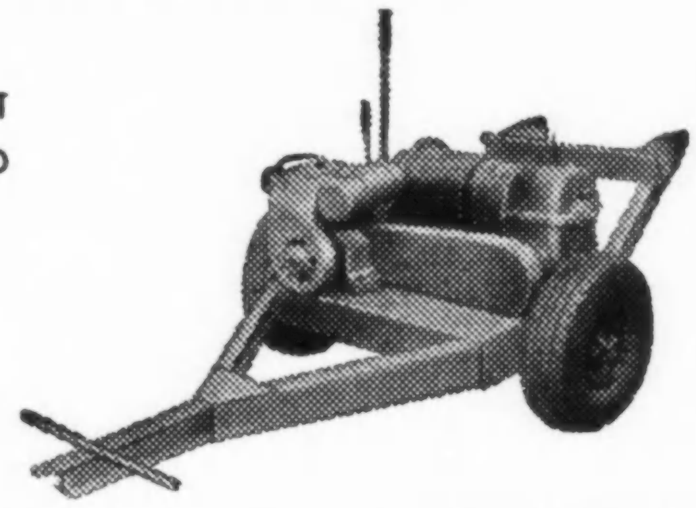

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INDUSTRIAL FILM CATALOGUE

A new (1964–65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from the Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W3. Price 4s. *post free.*

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A really universal Tool that can be used for numerous Jobs and Trades! Cuts barbed wire, bolts, nails to $\frac{5}{16}$" and even heavy-type cables, etc.

Firm handles and hard cutting jaws exert great pressure ensuring effortless cutting.

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Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
Mar. 11 .	Machine tools; vehicles; B.D. blouses and trousers, greatcoats and other clothing; boots and shoes; curtains; canvas packs and haversacks; ankle boots; old canvas, webbing, rubber and leather; mixed rags; tyres; batteries; hand tools and tool kits; platform weighing machines 120 lb.; tables, chairs and other furniture; kitchenware; cutlery, etc.	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
Mar. 16 .	Grinding and drilling machines; Collis plant handling trucks; steam cleaning and degreasing plants; hand crane; RB excavator and drag line booms; fire pumps; mowing machines; blankets; tentage; canvas; webbing; camp equipment; haversacks; packs; kit bags; curtains; mattresses; carpets; sheets; rags; waterproof covers; greatcoats; raincoats; battle dress; shirts; pullovers; vests; pyjamas; boots; shoes; vices; jacks; blocks; screwcutting and reamer sets; micrometers; gauges; tool kits; tyres; electric cable; electrical, wireless and signal equipment; paint; surveying equipment; racking parts and flexifiles; kitchen and hardware; cutlery; bins; buckets; mess tins; pickets; clocks; suit cases; motor vehicle assemblies, spares and equipment; tables; chairs; forms; wardrobes; chests of drawers; filing cabinets; wooden tent bottoms, etc.	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 20898).
April 14 .	Machine tools, plant and miscellaneous stores.	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
April 27 .	Machine tools; watches; textiles; clothing; and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
March 18 .	Miscellaneous stores and equipment .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD 1), 17 Warren Street, Stockport. (Tel. Stockport 2252).

The above sale will include: miscellaneous radio and electrical equipment (including small electric motors, miscellaneous radio receiver assemblies, etc.), microphones, headsets; oscilloscopes, resistors; metal shelters; metal racking components, metal bedstead components; metal cabinets; stacking chairs; metal handcarts – miscellaneous furniture, canteen and kitchen equipment; filing and index cabinets; Marco deep freeze cabinet; Electrolux oil refrigerator; Salter weighing machine; mattresses, counterpanes, bolsters; salvage textiles and footwear; tentage, hessian and felt; fuel storage tanks, elevator trolleys and assemblies, portable compressors, airframe spares, etc.

1965	Stores	Location	Auctioneers
April 8 .	Miscellaneous stores and equipment .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD 1), Botchergate, Carlisle.

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sale held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

TENDER SALES

Applications for sale by Tender – Comet Mk. 2 Flight Simulator. Application for Tenders should be addressed to Ministry of Defence, AFC. 19a (Air), Turnstile House, High Holborn, London, W.C.1.

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Stores	Location	Auctioneers
Mar. 19 .	Miscellaneous office furniture, safes, racking, refrigerators, scrap iron, etc.	Ministry of Public Building and Works, Supplies Division Store, Burnett Lane, Near Keynsham, Somerset.	Messrs. Stanley, Elder and Price, 7 St. Stephen's Street, Bristol 1. (Tel. Bristol 20301).

Catalogues obtainable from the Auctioneers . Price 1s. 0d.

Midland Bank service at the

INTERNATIONAL SPRING TRADE FAIR

UTRECHT

March 8-16, 1965

The Midland Bank's specialised service for overseas traders will be available in Utrecht throughout the period of the Fair.

Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. P. F. Cryer, who is an Assistant Manager of our Overseas Branch, London and a member of the Bank's Panel for Overseas Trade Development. He will be visiting the Fair each day, and can be reached at the Hotel des Pays Bas, Janskerhof 10, Utrecht (Telephone: 1 39 97).

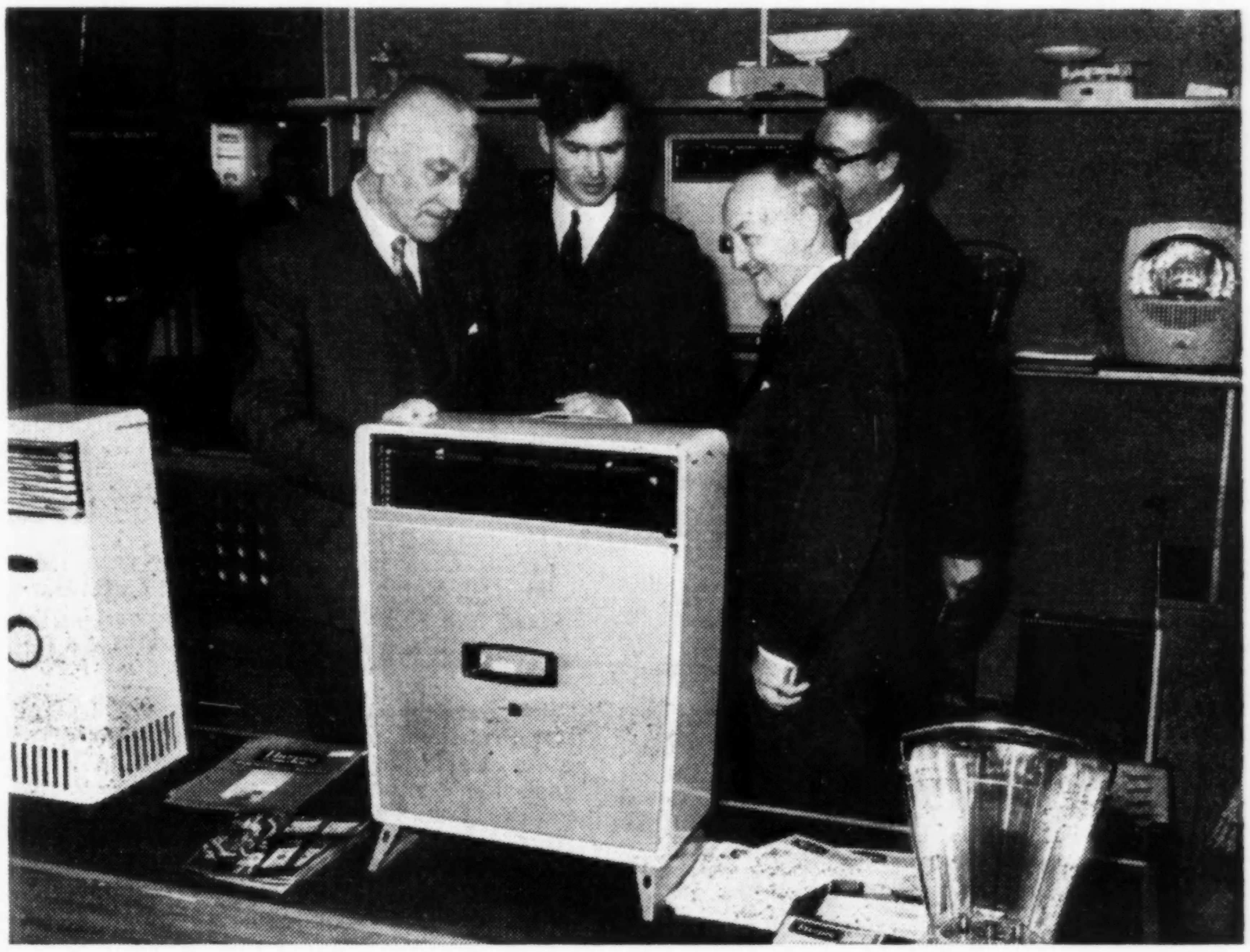
If you expect to be at the Fair and need our assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (Tel: MONarch 9944), or through any one of our 2,500 branches in England and Wales.

Midland Bank

EXPERT AID FOR EXPORT TRADE

Exhibitions and Fairs

'Gratifying British effort' at Cologne Hardware Fair



Mr. E. C. Redhead, Minister of State (Overseas), (left) and Sir Frank Roberts, British Ambassador Bonn, (second right) at one of the stands at the fair.

THE INTERNATIONAL Household Goods and Hardware Fair takes place twice yearly, in spring and autumn, at Cologne. The spring event, the larger of the two, was held this year from February 18-21 and compared with the same event in 1964 attracted greater numbers of exhibitors and buyers and accounted for every last inch of available exhibition space (1,200,000 square feet). Of 1,940 exhibitors (1,919 in 1964) there were 565 (548 in 1964) from 23 foreign countries. 58,880 buyers and trade visitors including 10,230 from 55 european and overseas countries were checked through the turnstiles. Compared with 1964 the number of foreign visitors increased by 8 per cent. The largest contingents of foreign visitors in descending order came from Holland, Belgium, France, Austria, Switzerland, Italy, Denmark, Great Britain, Sweden, the US, Spain and Norway.

France with 126 firms provided the strongest group of foreign exhibitors. Great Britain took second place with 97 exhibitors followed by Belgium and Italy with 49 and 47 respectively.

The mind boggles at the size of the Cologne Fair and the best way to describe it is to say that all ranges of hardware, ironmongery, tools and horticultural implements and accessories were displayed in 13 permanent halls equal to ten Olympias in London. The increased business potential at Cologne is fully commensurate with this disparity in size and this fact is almost universally recognised by British exhibitors after the first day of the fair.

This year was no exception to the rule. The 97 British exhibitors included many newcomers to the fair and most if not all of them were surprised by the favourable response of German and third country buyers and inquiriers to the quality and finish of British products, sometimes in spite of higher prices. Rising prices are no more to be avoided in this market, as it would seem, than they are in Britain but, despite this fact, business was reportedly brisk in all sectors of the industries represented.

From the available figures concerning business done by British exhibitors it is quite certain that this year's event has surpassed all others in terms of firm orders and sample orders, which goes to show that the spade work put in by export minded firms during the past three or four years is at last beginning to produce the long awaited results.

The Hardware Manufacturers' Association (20 firms), the Federation of British Handtool Manufacturers (7 firms,) the Federation of British Horticultural Exporters Ltd. (7 firms) and Wolf Electric Tools Ltd., a total of 35 firms, all reported satisfactory results or better and where possible produced sales figures in support of their statements. Success at these fairs can rarely be measured in terms of cash. It also stems from contacts made, agents and distributors appointed, successful market research for example, and a number of imponderables as well. But firm orders were taken to the tune of some £15,000.

On the horticultural exporters stand, Roberts Electrical Co. Ltd., displayed their 'unique' aluminium automatic greenhouse which registered an immediate success. Six were sold and inquiries were taken which will lead to further sales. The feeling among this group of exhibitors was one of sober optimism nurtured by the increased prospects of business in Germany.

From the handtool manufacturers there were reports of good business and consolidation of the ground gained during the past three years. The Thor Hammer Co, newcomers to the joint venture scheme, were pleasantly surprised by the interest aroused and inquiries received for their soft headed hammers. Stanley Works (G.B.) Ltd. were busy throughout the fair and passed many orders to their German subsidiary.

Those firms which had participated for the third time in the joint venture were appreciative of the assistance they had received but hoped that some method of providing further assistance to their branch could be evolved. The Hardware Manufacturers' Association added their quota of successes to the joint venture and Wolf Electric Tools Ltd., the sole representative of the do-it-yourself side were satisfied with results. All in all it was a most gratifying effort by the British exporters which enhanced our image abroad and will undoubtedly bring due reward to those who participated.

Our particular thanks go to the firms concerned for their excellent response to our circular letter asking them to provide ammunition for a large scale publicity exercise prior to the fair. As a result it was possible to bring their requirements to the attention of the department stores, buying organizations, mail order houses, agents associations etc., in good time and consequently many of our exhibitors were able to make the contacts they sought.

British participation at the fair was highlighted this year by the visit on February 20, of Mr. E. C. Redhead, Minister of State (Overseas) at the Board of Trade and Sir Frank Roberts, British Ambassador, in Bonn. They were received and later entertained at luncheon by Herr Von Der Heyde and Dr. R. R. Krugmann Co-Directors of the Fair company who expressed their delight at the record British participation and their desire to give every possible help to the Board of Trade's joint venture schemes as well as to indivudual British exhibitors.

In a tour of the exhibition lasting over two hours the Minister of State and the Ambassador were able to meet all the exhibitors on the joint venture stands as well as a number of individual exhibitors before leaving the same day to pay a similar visit to our exporters at the Frankfurt and Offenbach Fairs.

A successful press conference, attended by the Lord Mayor of Cologne, the directors of the Fair, and many members of the German and foreign press was held on the opening day. Mr. D. N. Royce, Commercial Counsellor at the Embassy presided and Mr. A. C. Rippon, President of the Federation of British Handtool Manufacturers gave an outline of the British 'joint' exhibitors aims and intentions in coming to Cologne and their determination to make a successful contribution to Anglo-German trade in both directions.

The 1966 spring fair will be held from March 3-6,

'Hard work, but good business' at Frankfurt and Offenbach Fairs

Mr. E. C. Redhead, Minister of State (Overseas) (second right), greeting a British exhibitor at the Offenbach Leather Goods Fair. Herr Dietrich (second from left), Lord Mayor of Offenbach and President of the Fair, and Herr Hartmann, Secretary of the Association of German Leathergoods Manufacturers (third from left), accompanied the Minister.

There was strong British participation at the International Spring Fair for consumer goods which took place in Frankfurt from February 21 to 25. Fifty-nine British firms displayed a wide range of products including carpets, pianos, musical instruments, fancy goods, furnishing fabrics, stationery and china. The leather fair at Offenbach was held during the same period and 24 British firms exhibited the latest styles and designs in handbags, travel goods and speciality products.

Mr. E. C. Redhead, Minister of State (Overseas) at the Board of Trade, came to Frankfurt for a heavy weekend programme which included visits to the stands of many of the British exhibitors at both these important fairs where, in collaboration with the trade associations for the carpet, stationery, piano and leather industries, the Board of Trade sponsored four 'joint venture' groups. The representatives of firms from the piano, carpet and leather groups who had exhibited several times before in Frankfurt and Offenbach told the Minister that their trading results on the continent and elsewhere were improving each year through regular participation in these fairs. The group of stationery manufacturers, who were exhibiting for the first time on a joint stand attractively designed and mounted with the help of the Central Office of Information, had already received many visitors and trade buyers from Germany and from other countries.

Before flying back to London, Mr. Redhead was guest of honour at a luncheon given by the Frankfurt Chamber of Commerce where he took the opportunity to thank the members of the Chamber and the fair authorities for their help to British firms and officials. He said that his recent tour had demonstrated to him once again how important a contribution British participation at overseas fairs could make towards spreading the news about British goods.

For the second time at the Frankfurt Fair a British Trade Information Stand in the main administration building dealt with a diversity of inquiries from visitors from many countries. Requests for information about United Kingdom fairs and exhibitions, agency inquiries and tourism inquiries were handled by members of the staff of the Consulate General. Source of supply inquiries were noticeably higher in number this year.

British manufacturers of fancy goods and gift articles were once again represented in force in the appropriate section of the fair. General satisfaction with results was expressed, particularly in the volume of trade with third countries; one firm selling ladies' toilet articles reported substantially improved business within Germany

A Scottish manufacturer of linens showed a full order book for his tartans and high quality towellings, after having modified his designs, sizes and packaging during recent years to gain full acceptance in the continental market. A British exhibitor of furnishing fabric was well satisfied with results as were firms selling reproduction antique furniture. There appears to be a good potential demand for both these lines in the Federal Republic.

Great interest was aroused among trade buyers by the well designed and attractively decorated group stand on which nine British carpet manufacturers displayed their wide range of carpets. Most of these exhibitors had already firmly established themselves in the German and continental markets and they were actively assisted by their German agents in dealing with the numerous inquiries and orders they received. During the last few years British quality carpets in traditional as well as contemporary designs have become very popular with German customers. The attendance of a large number of trade visitors from many other European and overseas countries also gave the British carpet exhibitors the opportunity of meeting many old and new customers. At the close of the fair it was the unanimous view of this group that their participation had been successful and that very satisfactory results had been obtained.

The exhibits of the 11 British firms on the group stand of the Stationers' Association attracted wide attention. Orders and business inquiries were received from Common Market and EFTA countries, as well as Eastern Europe and the Commonwealth, but trade with Germany itself was only moderate. However, as one exhibitor said, this was their first group effort in Frankfurt and the experience gained and contacts made would be put to good use in preparation for further efforts next year.

A large section of the fair as a whole this year was devoted to the display of all types of musical instruments. Pianos, organs, guitars, xylophones, drums and many other instruments were displayed in several large halls by a truly international group of manufacturers. The British Pianoforte Manufacturers Association, in conjunction with the Board of Trade, took a separate pavilion in a very good position near the main entrance of the fair. Five manufacturers displayed a comprehensive and competitive range of pianos and several reported very substantial sales to European countries. One manufacturer, basing his experience on previous participation at this fair and on a number of personal visits, had adapted his styles to European tastes and concluded 45 per cent of his business in Germany itself. Among the 14 other British exhibitors many were enthusiastic with their results. One firm selling horns, brass and percussion instruments said that their business was double that of last year. Another firm covered their expenses by sales made on the opening day alone. In the musical instruments group as a whole the high quality of the exhibits was apparent and good trade was done in many well designed products with a modern appeal. Some exhibitors found that the attention of many German buyers was swinging away from the cheapest goods towards better quality and saw in this a reflection of the rising standard of living.

At Offenbach members of the National Leather Goods and Saddlery Manufacturers' Association, many of whom were exhibiting for the third year with the support of the Board of Trade, reported a steady increase in business with Europe as a result of their continued participation in the fair. One firm selling a classic range of leather handbags which had found no acceptance at all on the continent two years ago, now reported that their European business was in five figures. Another firm said they had achieved a substantial increase in sales within Germany and great interest had been shown in their plastic box-type handbags.

When the Frankfurt fair ground gates were finally closed, the fair authorities reported a consensus of opinion that it had been the best fair for many years; this impression was shared by a number of visitors and exhibitors. Over 2,600 exhibitors, of whom 590 came from outside Germany, had shown a vast range of merchandise. One Scottish manufacturer summed up the general experience at both the Frankfurt and Offenbach fairs by saying 'This is hard work and good business'.

Barcelona Samples Fair

THE BOARD OF TRADE is organizing an information stand at the Barcelona Samples Fair and this year the stand will include a cinema for the showing of 16 mm. sound films.

Any firm which has any such films, with the commentary *in Spanish* and would like to have them included in the programmes, should contact Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, London S.W.1, without delay. Tel: Abbey 7877 Ext. 2786.

Amsterdam comes to London

ANXIOUS TO SEE British products for themselves before the British Week opens in Amsterdam on May 14 a party of 50 Dutch shopkeepers flew to London by chartered plane on March 2 to spend a day in shops and display centres, when they noted the names and addresses of British manufacturers from whom they could order the products they liked with a view to future trading during and after the British Week.

Accompanying the party was Mr. B. van de Waal, representing the Municipality of Amsterdam; Mr. J. L. van Apeldoorn, secretary of the Amsterdam Shopkeepers' Association; the chairman and secretary of the street association of Kalverstraat (Amsterdam's modern no-traffic shopping street which will be one of the British Week centres of activity); and the secretary of the street association for Niewendijk.

The party paid their own fares but costs in London were met by the Export Council for Europe, joint sponsors with the Board of Trade, of the British Week.

Most of the forenoon was spent at Harrods where the party split into sections, each inspecting retail goods in categories of interest to them. After lunch, some of the party visited the Ideal Home Exhibition at Olympia, others the Imbex (men's wear) and Carpex (carpets) exhibitions and the Design Centre of the Council of Industrial Design in Haymarket. Before leaving the whole party attended a reception at the Criterion Restaurant, to meet representative British shop and store managers, manufacturers, representatives of the CoID, ECE and Board of Trade.

English chef will bring the best of British food to Amsterdam

Turbot cooked in Devonshire cider, Exmoor trout and Devonshire beef, Saffron cake and Cornish splits, clotted cream and gingerbread – these are among the many good things from the West of England that will be served at the Havenrestaurant during the British Week in Amsterdam through the co-operation of the management of the Imperial Hotel, Torquay, who were invited to present the best of British catering to the Dutch public. The invitation was arranged by the British Travel Association—an example of the kind of co-operation that this British tourist organization is often able to achieve through its specialized knowledge.

The presentation and production of luncheons and dinners at the Havenrestaurant throughout the Week will be under the direction of the Imperial Hotel's Chef, Mr. William True, who received his training with the principal chefs at the Savoy Hotel, London. Mr. True may be described as an Ambassador of food. He has led a British team to International Gastronomic Festivals in Frankfurt and Amsterdam, and he and his staff have frequently exhibited at the Salon Culeniar at Hotelympia in London, and at the International Gastronomic Festival at Torquay.

The Havenrestaurant will be suitably decorated throughout the Week, and it is hoped to complement the occasion by the use of traditional costumes.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*This issue*	*June 4*
United Kingdom ...	*Feb. 5*	*May 7*
Outside Europe ...	*Jan. 1*	*April 2*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East: 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the Board of Trade Journal on February 5 and January 1 respectively.

UNITED KINGDOM

Addition:

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – April 25-29, 1966.

* At Olympia. Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2).

OUTSIDE EUROPE

Addition:

NEW YORK: NATIONAL PLASTICS EXHIBITION – June 6-10, 1966.

† Apply, The Society of the Plastics Industry Inc., 250 Park Avenue, New York 17, N.Y.

Barcelona Fair, 'one of the most successful . . . '

THE BRITISH INDUSTRIAL FAIR, Barcelona, held in April, 1964, was one of the most successful promotions ever staged by Britain overseas, according to British Overseas Fairs Ltd., who say this is shown by an analysis of replies to a questionnaire circulated to participating firms by the Export Council for Europe.

Of 85 firms who replied to the questionnaire 71 reported they had benefited from exhibiting. Thirty-two companies affirmed that additional business had resulted from participation, and all the others were optimistic. Most firms were unwilling to divulge the actual sterling value of new business.

A number of firms successfully introduced new products and others used the Fair for the appointment of new agents.

Poor agents or a weak distribution organization were given as the reason by the 14 firms who said they had not benefited from participation.

In almost all cases follow-up action is being taken, through agents, by personal visits or by inward and/or outward missions.

A spot check towards the end of the Fair revealed that orders worth £20 million had been taken or were under negotiation.

The British Industrial Fair, Barcelona, was organized by British Overseas Fairs Ltd., the exhibition company of the FBI.

Utrecht Spring Fair

British building material producers and heating appliance manufacturers will be exhibiting at the International Spring Fair, Utrecht, which opens on March 8. The National Council of Building Material Producers in collaboration with the Board of Trade will be mounting at this event what will be the Council's largest overseas display yet undertaken. This is the seventh occasion on which the Council has collaborated with the Board but the first at this annual event. A total stand area of nearly 3,500 square feet will be occupied by 15 member-firms and the Council will have its own information stand.

Buyers from Western Europe visiting the Fair's building section in the Bernhardhal will see 10 of these firms exhibiting glass domes, jointless flooring, paint sprayers and many other products required by the building industry. In the Irenehal where the heating section is housed, five firms will be showing copper tube bending machines, gas boilers, gas and oil-fired warm air units, and other heating appliances. In addition to this official British display, it is expected that over 100 British firms will be represented independently in the Fair's building and heating sections, and many others in the consumer goods section.

This year the Utrecht Spring Fair will be the largest ever staged in the Netherlands with a net stand area of about 1.1 million square feet. The Fair closes on March 16.

British motor-cycles and bicycles in Swiss Show

THE FIRST official British display in Switzerland of bicycles and motor-cycles opened at the International Cycle and Motor-Cycle Exhibition in Zurich on February 25 for six days. The display comprised individual stands by 13 British firms and was organized by the British Cycle and Motor-Cycle Industries Association Ltd. in collaboration, on a 'joint venture' basis, with the Board of Trade. The stand was designed by the Exhibitions Division of the Central Office of Information. This will be the second collaboration between the Association and the Board at an overseas exhibition.

Exhibits in the British display, covering over 3,000 sq. ft., included a comprehensive range of motor-cycles, together with three-wheeled cars, bicycles, accessories, clothing and components. Items which attracted particular attention included racing motor-cycles, bicycles with 16in. wheels and a rubber suspension system providing easier handling and quicker acceleration; and a three-wheeled car which in 1963 earned a Monte Carlo Rally award. British exports of motor-cycles in 1964 were worth £5.9 million, and bicycles £9.5 million.

British snow plough for France

The Congress Internationale Viabilite Hivernale (International Snow Clearing Congress), was held from February 6 to 10 at Briançon in the French Haute Alpes.

With the co-operation of the Ministry of Transport in London which loaned the company one of the Ministry's machines, Atkinson's of Clitheroe Ltd., entered these trials with an Atkinson salt and gritspreader body and Atkinson-Howie snowplough mounted on a Bedford RLHC four wheel drive chassis.

Many of these and similar machines have been produced for the Ministry of Transport for use on motorways and trunk roads. These vehicles can operate at speeds of up to 25-30 m.p.h. (40-50 k.p.h.).

This is the first time that complete British equipment of this type has been submitted from this country to these trials and as the machine represents many technical advances the object was to interest European authorities in similar services on Continental major roads.

Atkinson's have been successful in the export of their gritting products to many European countries and their French distributors – Lebon et Cie SA. of Lille – also took to these trials two Atkinson 2 ton capacity trailer spreaders and an independently powered detachable bulk spreader of 7 cubic yards capacity.

European trade fairs and exhibitions

1965 : General

LEIPZIG: INTERNATIONAL SPRING FAIR – February 28-March 9.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 6-21.
* Apply, The President, Fiera Internazionale della Sardegna Quartiere Fieristico Viale A Diaz, Cagliari. (Telephone No. 52.854)

UTRECHT: INTERNATIONAL SPRING TRADE FAIR (incorporating Building and Mechanical Handling Exhibition) – March 8-16.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 14-21.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

LYONS: INTERNATIONAL TRADE FAIR – March 20-29.
* Apply, Robert Brandon and Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

METZ: INTERNATIONAL SPRING TRADE FAIR (EXPOMETZ) – April 1-11.
* Apply, Mrs. Muriel C. Black, London office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25.
* Apply, Dr. V. Schiazzano, Italian Chamber of Commerce for Great Britain and Commonwealth, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

ZAGREB: INTERNATIONAL SPRING FAIR – April 17-25.
* Apply Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HANOVER: HANOVER FAIR – April 24-May 2.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

BASLE: SWISS INDUSTRIES FAIR – April 24-May 4.
* Apply, The Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel: Paddington 0701).

LILLE: INTERNATIONAL TRADE FAIR – April 24-May 9.
* Apply, Weigel Leygonie and Company Ltd., P.O. Box No. 275, 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9 or 4853/5).

BRUSSELS: INTERNATIONAL TRADE FAIR – April 30-May 9.
* Apply, Belgian Railways, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestraria Internacional de Valencia, Llano del Real 2, Valencia, Spain.

DUBLIN: SPRING SHOW AND INDUSTRIES FAIR – May 4-8.
* Apply, Royal Dublin Society Spring Show, Ballsbridge, Dublin.

GOTHENBURG: SWEDISH TRADE FAIR (SVENSKA MASSAN) – May 7-15.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W.1. (Tel. Langham 6740).

SAARBRUCKEN: 16TH INTERNATIONAL SAAR FAIR – May 8-16.
* Apply, Saarmesse Saarlandischer Gestaltungskreis am Schanzenberg, Saarbrucken

PARIS: INTERNATIONAL TRADE FAIR – May 19-31.
* Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, W.1. (Tel. Knightsbridge 9620).

BUDAPEST: INDUSTRIAL FAIR – May 21-31.
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U. 17., Budapest V.

PALERMO: MEDITERRANEAN FAIR – May 22-June 6.
* Apply, Fiera del Mediterraneo, Piazza Generale, Cascino, Palermo.

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May 27-June 6.
* Apply, Foire Internationale de Luxembourg, Halls d'Exposition, Luxembourg.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Feria Oficial E International De Muestras En Barcelonas Palacio No. 1, Avenida, Maria Christina Barcelona.

NANCY: INTERNATIONAL TRADE FAIR – June 3-14.
* Apply, Commissariat Général, 7 rue des Dominicains, Nancy.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

MALMO: INTERNATIONAL TRADE FAIR – June 11-20.
Apply, Skanemassan, Kansli, Stadiongatan 25, Malmo.

POZNAN: 34TH INTERNATIONAL FAIR – June 13-27.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

BORDEAUX: INTERNATIONAL FAIR – June 17-28.
* Apply, Administration de la Foire Internationale, 12 Place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 20-July 5.
† Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

DIEPPE: SUSSEX/NORMANDY FESTIVAL FAIR – July 10-18.
* Apply, Federation of Sussex Industries, Seven Dials Corner, Brighton, 1.

MESSINA: INTERNATIONAL TRADE FAIR – August 8-22.
* Apply, Ente Autonomo Fiera di Messina, Viale Liberta, Messina.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 29-September 3.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STOCKHOLM: ST. ERIK'S FAIR – September 1-12.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STRASBOURG: INTERNATIONAL TRADE FAIR – September 2-13.
* Apply, Organizing Committee, 9 rue Brulée, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 4-19.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 5-12.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

UTRECHT: INTERNATIONAL AUTUMN TRADE FAIR – September 6-14.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

LIEGE: INTERNATIONAL AUTUMN FAIR – September 11-26.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR – September 11-26.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1.

BRNO: INTERNATIONAL TRADE FAIR – September 12-26.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 12-19.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 17-27.
* Apply, Fiera di Bolzano, Via Roma 18 C.P. 297, Bolzano.

HELSINKI: FINNISH INDUSTRIES FAIR – September 17-29.
† Apply, The Finnish Fair (Suomen Messut Helsinki Exhibition Centre, Messuhalli Helsinki.

BERLIN: GERMAN INDUSTRIES FAIR – Septembe 22-October 3.
* Apply, Berliner Ausstellungen, Hammarskjold Platz 1-7, 1 Berlin 19.

MARSEILLES: INTERNATIONAL FAIR – Septembe 23-October 4.
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London W.C.1. (Tel. Chancery 4224/5).

METZ: INTERNATIONAL AUTUMN TRADE FAIR – September 29-October 10.
* Apply, Mrs. Muriel C. Black, Londo Office of the Metz Fair, 47 Nottingha Place, London, W.1. (Tel. Welbeck 9759

COPENHAGEN: INTERNATIONAL TRADE FAIR (CONSUMER GOODS) – October 15-24.
Apply, John Buck (Trade Fair Agencie Ltd., 44 Newman Street, London, W. (Tel. Langham 6740).

1965 : Specialized

Aeronautical

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – June 11-20.
* Apply, Union Syndicale des Industri Aeronautiques et Spatiales, 6 rue Galile Paris 16e. (Tel. 553-89-10).

Agriculture, Agricultural Machinery, Dai Industries, Livestock and Fisheries

PARIS: INTERNATIONAL AGRICULTURAL SHOW March 5-14, held in conjunction with th International Agricultural Machinery Exhibition – March 8-14, which see below.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 8-14.
* Apply, Salon International de la Machin Agricole, 95 Rue Saint Lazare, Paris 9

(Continued on page 51

International Packaging Exhibition

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London
19-27 May 1965

Organised by:
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LONDON
21 30 APRIL 1965

VERONA: INTERNATIONAL AGRICULTURAL AND ANIMAL FARMING FAIR – March 14-22.

* Apply, Secretary General, International Agricultural Fair, Palazzo del Pallone, Verona.

NOVI SAD: 32ND INTERNATIONAL AGRICULTURAL FAIR – May 8-18.

* Apply, Novosadski Sajam, Hajduk, Veljkoya 11, Novi Sad.

MADRID: INTERNATIONAL AGRICULTURAL FAIR (FERIA DEL CAMPO) – May 21-June 21.

Apply, Spanish Embassy, Commercial Department, 3 Hans Crescent, London, S.W.1. (Tel. Kensington 4891).

JONKOPING: 5TH EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 3-13.

* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, S.W.1. (Tel. Hunter 1951).

TRONDHEIM: 2ND OFFICIAL FISHERIES FAIR – August 19-29.

Apply, P.O. Box 130, Skoyen, Oslo, Norway.

GOTHENBURG: INTERNATIONAL FISHERY TRADE FAIR – October 29-November 7.

† Apply, Finextra Ltd., 213/4 Piccadilly, London, W.1. (Tel. Regent 3944/5).

Building, Public Works

BASLE: INTERNATIONAL WATER AND SEWAGE PURIFICATION – March 1-7.

Apply, Dr. E. M. Bammalter, Pro Aqua Ltd., Basle 21.

UTRECHT: BUILDING AND TRANSPORT FAIR – March 8-16.

* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA). March 13-21.

* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PREFABRICATION AND OF NEW BUILDING MATERIALS AND SYSTEMS – April 30 -May 16.

Apply, Associazione Italiana Prefabbricazione, Galleria Passarella 1, Milan.

PARIS: 11TH INTERNATIONAL MECHANICAL HANDLING EXHIBITION INCLUDING THE 2ND HYDRAULICS AND COMPRESSED AIR EXHIBITION – May 18-27.

* Apply, Commissaire General, Salon de la Manutention, 40 Rue du Colisee, Paris 8e. (Tel. Sab 77-50).

GOTHENBURG: INTERNATIONAL ROAD CONSTRUCTION, MACHINERY AND EQUIPMENT EXHIBITION (VAG 65) – June 11-18.

Apply, VAG 65, Kungsportsavenyen 2, Gothenburg.

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 18-28.

* Apply, Mr. Le Prince, Salon International de la Construction et de l'Equipment, 1 Avenue Niel, Paris.

Capital Goods, Engineering, Machinery

LYONS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – March 20-29.

† Apply, Commissariat General, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-Sur-Seine. (Tel. LEC 99.09).

LIEGE: INTERNATIONAL MINING AND INDUSTRIAL MACHINES FAIR – May 22-June 7.

* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

BELGRADE: 9TH INTERNATIONAL TECHNICAL FAIR – May 24-June 2.

* Apply, Beogradski Sajam Bulevar Vojvode Misica 14, Belgrade.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 23-October 6.

* Apply, Salone Internazionale della Tecnica, Corso Massimo d'Azeglio 15, Turin.

STOCKHOLM: TECHNICAL FAIR – October 1-7.

* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

1500TH AMF
AUTOMATIC
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The 1500th AMF Automatic Pinspotter being loaded in the Port of London for export from the UK as part of a shipment of 36 machines for Japan. In four years, AMF International Limited have exported tenpin bowling equipment in excess of £4.5 million installed value.

UTRECHT: INTERNATIONAL TRADE FAIR FOR MACHINERY, APPARATUS AND INSTRUMENTS FOR CHEMICAL, FOODSTUFF AND BEVERAGE INDUSTRIES (MACHEVO) – October 13-20.

Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Chemicals, Hospital and Hospital Equipment etc.

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – March 18-22

* Apply, Arbeitsgemeinschaft fur Fachmesssen, Plattenstrasse 44, Zurich 7/32.

PARIS: 7TH INTERNATIONAL CHEMICAL INDUSTRIES (RUBBER AND PLASTICS) EXHIBITION – April 21-May 2.

* Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION – May 11-16.

Apply, The Exhibition Secretariat, Fyens Forum, Odense, Denmark.

MONACO: PETROLEUM AND THE SEA EXHIBITION – May 12-20.

Apply, C.I.D.E.P. 26 Boulevard des Moulins, Monte Carlo.

BERLIN: PHARMACEUTICAL AND MEDICAL-TECHNICAL EXHIBITION – May 22-25.

Apply, Dr. H. W. Schröeder, Kongressgesellschaft Für Arztliche Fortbildung e.V., 1 Berlin 41, Klingsorstrasse 21.

STOCKHOLM: INTERNATIONAL HOSPITAL EXHIBITION – June 16-24.

Apply, Svenska Sjukhusforeningen and Ab St. Eriks Massan, Storangsvagan 18, Stockholm.

BERLIN: SOAP FAIR – August 28-31.

* Apply, Berlin Ausstellungen, 1 Berlin 19 (Charlottenburg) Messe-Damm 22. (Tel. 30391).

MOSCOW: INTERNATIONAL EXHIBITION OF CHEMISTRY IN INDUSTRY, CONSTRUCTION AND AGRICULTURE – September 11-26.

Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

FRANKFURT: PHYSICISTS' CONGRESS AND EXHIBITION – October 4-9.

Apply, Herr S. Szyperski, 4005 Buderich B, Dusseldorf am Kapittelsbusch 9.

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November 6-15.

† Apply, Salon International de l'Equipment Medical et Hospitalier, 171 Avenue du Domaine, Brussels, 19.

Electrical, Radio, Television, Electronics and Telecommunications

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 11-16.

* Apply, Commissaire Général, 16 rue de Presles, Paris 15e. (Tel. 273-24-70).

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 8-13.

* Apply, Federation Nationale des Industries Electroniques, 16 rue de Presles, Paris 15e.

MONTREUX: INTERNATIONAL TELEVISION AND ELECTRONIC INSTRUMENTS EXHIBITION – April 17-22.

* Apply, Secretariat, Postfach 97, Montreux.

ROME: INTERNATIONAL EXHIBITION OF ELECTRONICS, NUCLEAR ENERGY AND TELEVISION, RADIO AND CINEMATOGRAPHY – June 18-29.

* Apply, Rassegna Internazionale Electronica Nucleare e Teleradicine Matografica, Via Crescenzio No. 9, Rome.

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – September 7-11.

† Apply, Exhibition Management, Swiss Industries Fair, 61 Clarastrasse, 4000 Basle.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – September 9-19.

† Apply, Commissaire Général, 16 rue de Presles, Paris 15e. (Tel. 273-24-70).

AMSTERDAM: RADIO AND TELEVISION EXHIBITION (FIRATO) – September 16-26.

† Apply, R. A. J. Gebouw, Europaplein 8, Amsterdam.

GENOA: INTERNATIONAL FAIR OF MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS (INTERCOM) AND INTERNATIONAL AERONAUTICAL SALON – October 6-17.

(*Continued on next page*)

EUROPEAN TRADE FAIRS AND EXHIBITIONS—Continued

† Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882.)

Fire Fighting and Safety Equipment

DUSSELDORF: INDUSTRIAL SAFETY AND FACTORY HYGIENE CONGRESS AND EXHIBITION – May 13-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Foodstuffs, Hotel and Catering

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – May 8-23.
* Apply, Finextra Ltd., 1146 London Road, London, S.W.16.

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 12-15.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

PARMA: INTERNATIONAL PRESERVED FOOD AND FOOD PACKAGING EXHIBITION – September 20-30.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

COLOGNE: GENERAL EXHIBITION OF FINE FOODS, VICTUALS AND PROVISIONS (ANUGA) – September 25-October 3.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

MONTPELIER: INTERNATIONAL VINICULTURAL AND WINE FAIR – October 9-19.
* Apply, Foire Internationale de la Vigne et du Vin, 11, bis rue de la Loge, Montpelier.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION, EQUIP' HOTEL – October 14-25.
* Apply, 15, Rue de Liege, Paris 9. (Tel. TR 155.11).

DIJON: FOIRE GASTRONOMIQUE (NATIONAL FOOD, WINES AND GASTRONOMY EXHIBITION) – October 29-November 11).
* Apply, Palais des Expositions, Boulevard de Champagne, Dijon.

BRUSSELS: INTERNATIONAL FOOD AND HOME (ARTS MENAGERS) EXHIBITION – October 30-November 14.
* Apply, S.I.M.P.A., 8-10 Place de Brouckere, Brussels.

Fur

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 8-12.
* Apply, M. Lebel, 36 Avenue de l'Opera, Paris, 1er. (Tel. ELY 58.27).

FRANKFURT: INTERNATIONAL FUR FAIR – April 28-May 2.
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt Am Main, Borse. (Tel. 28-41-40).

Furniture, Home, Household

PARIS: DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 1-21.
* Apply, Commissariat General du Salon des Arts Menagers, Palais de la Defense, 15 Avenue de la Division-Leclerc, Puteaux (Seine). (Tel. Sab 16.40).

LYONS: INTERNATIONAL EXHIBITION OF IRONMONGERY, TOOLS, HOUSEHOLD EQUIPMENT AND HEATING – March 20-29.
* Apply, M. le President, Palais de la Foire, Lyon (Tel. 24.29.61).

AMSTERDAM: HOUSEHOLD FAIR (HUISHOUDBEURS) – April 2-11.
* Apply, C.E.S. (Overseas) Ltd., Crispin House, 217 Langley Road, London, S.W.17. (Tel. Balham 4650).

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – June 19-25.
* Apply, Commissaire General, 32 rue de Paradis, Paris 10(e). (Tel. PRO. 76.02).

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 19-July 4.
† Apply, Ente Autonomo Mostra d'Oltremare, Piazza Campi Flegrei, Naples.

COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS FOR WOODWORKING, FURNITURE, UPHOLSTERED FURNITURE AND MATTRESSES, HOUSE, SHIP AND VEHICLE BUILDING AND FOR LIGHT CONSTRUCTIONAL WORK (INTERZUM) – June 24-27.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

HAUGESUND: THE NORTH SEA FAIR – July 28-August 12.
Apply, The Travel Association of Haugesund, P.O.B., 261, Haugesund, Norway.

BASLE: INTERNATIONAL HARDWARE AND IRONMONGERY FAIR (INTERFEREX) – August 29-31.
† Apply, Denis G. Love Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex. (Tel. Uxbridge 4891).

MILAN: INTERNATIONAL EXHIBITION AND MARKET OF HOUSEHOLD GOODS, GLASSWARE, CERAMICS, HARDWARE AND TOOLS – September 4-7.
* Apply, F. C. Urbach, International Advertising Limited, 23 Lyndhurst Road, London, N.W.3. (Tel. Swiss Cottage 3952).

GOTHENBURG: INTERNATIONAL SWEDISH HOME AND HOUSEHOLD EXHIBITION (DAGENS HUSHALL) – September 4-12.
* Apply, Utstallhingen Dagens Hushall, Kopmannens Hus Vasgaten 52, P.O. Box 3067, Gothenburg 3.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE TRADE FAIR – September 10-12.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

LYONS: FURNITURE FAIR (MEUROPAM) – October 2-5.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

GENEVA: SALON DES ARTS MENAGERS (HOUSEHOLD EXHIBITION) – October 27-November 7.
* Apply, Secretariat, 54b Rte, des Accacias, Geneva.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11.
* Apply, Commissaire General, Palais de la Foire, Lille.

UTRECHT: FURNITURE AND FURNISHING FABRICS TRADE FAIR – November 8-13.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Handicrafts

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – March 18-28.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

FLORENCE: INTERNATIONAL HANDICRAFTS FAIR – April 24-May 9.
* Apply, Mostra-Mercato, Nazionale dell Artigianato, Piazzo della Liberta 1, Florence.

Heating and Ventilating, etc.

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – March 28-April 4.
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

DUSSELDORF: CLEAN AIR CONGRESS AND EXHIBITION – April 5-9.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

HELSINKI: HEATING, PLUMBING AND AIR CONDITIONING EQUIPMENT FAIR – April 7-11.
Apply, Finnish Fairs Ltd. (Suomen Messut), Messuhalli, Helsinki.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING (INTHERM) – April 7-11.
* Apply, C.E.S. (Overseas) Ltd., Crispin House, 217 Longley Road, London, S.W.17. (Tel. Balham 4650).

BRUSSELS: INTERNATIONAL HEATING AND VENTILATING EXHIBITION – September 11-19.
* Apply, Salon International du Chauffage, 178 Avenue Louise, Brussels 5.

Horological

BESANCON: INTERNATIONAL HOROLOGICAL EXHIBITION – September 4-13.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besancon.

Horticulture

TRIESTE: FLOWER SHOW – May 22-June 6.
† Apply, Ente Rinascita Agricola, Via Teatro Romano 17, Trieste.

Inventions

BRUSSELS: INTERNATIONAL INVENTORS' EXHIBITION – March 5-14.
* Apply, Institute of Patentees and Inventors, 2/8 Victoria Street, London, S.W.1. (Tel. Abbey 1616).

Laundry

PARIS: INTERNATIONAL LAUNDRY, DYEING AND CLEANING EXHIBITION – November 5-15.
† Apply, 80 Boulevard Malesherbes, Paris 8e.

Leather, Footwear

GOTHENBURG: SWEDISH FOOTWEAR EXHIBITION – March 9-11.
* Apply, Federation of Swedish Import Agents (S.I.A.F.) and Federation of Swedish Leather and Shoe Manufacturers Svenska Massan, Gothenburg.

DUSSELDORF: FOOTWEAR EXHIBITION – April 24-26.
* Apply, John E. Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 28-September 2.
* Apply, Offenbacher Messe Gesellschaft m.b.H. 605 Offenbach/M.1, Kaiserstrasse 108 112, Postfach 32.

ELDA: INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 1-9.
Apply, Feria Internacional del Calzado Y Industrias Afines Elda, Alicante, Spain.

PARIS: INTERNATIONAL LEATHER WEEK – September 10-15.
* Apply, The Secretary, Conseil National du Cuir, 2, Rue Edouard VII, Paris, 9e. (Tel. Ope 68.60).

Machine Tools, etc.

BRUSSELS: EUROPEAN MACHINE TOOL EXHIBITION – September 3-12.
Apply, Machine Tools Trade Association Incorporated, 25/28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

ESSEN: WELDING AND CUTTING EXHIBITION – September 25-October 3.
Apply, Gemeinnutzige Ausstellungs GmbH, 2 Norbert Strasse, Essen.

Motor Cars, Motor Cycles, Cycles

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March 11-21.
* Apply, Salon International de l'Automobile, 5, rue Jacques-Balmat, Geneva.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26.
* Apply, Verband Der Automobilindustrie ev. Post Box 725347, Westendstrasse 61, Frankfurt-am-Main 16.

PARIS: INTERNATIONAL MOTOR CAR, CYCLE, MOTOR CYCLE AND SPORTS EXHIBITION – October 7-17.
* Apply, R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

TURIN: INTERNATIONAL MOTOR SHOW – November 3-14.
* Apply, Comitato Organizzatore, Salone Internazionale dell'Automobile, Corso Galileo Ferraris 61, Turin.

Nautical

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – February 26-March 7.
Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

BARCELONA: INTERNATIONAL NAUTICAL SHOW – February 27-March 7.
* Apply, Salon Monografico Internacional de la Industria Nautica, Avenue Moria Crestina, Barcelona 4.

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 17-28.
Apply, Allt Fur Sjon, Storangsvagen 18, Stockholm.

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May 14-30.
Apply, Norges Varemesse P.B. 130, Skoyen, Norway.

PARIS: SALON NAUTIQUE DE PLAISANCE (PLEASURE BOATING) – May 18-31.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Packaging

MURCIA: INTERNATIONAL CANNING FAIR – March 25-April 10.
Apply, Feria Internacional de la Conserva Y Alimentacion Murcia, Spain.

COPENHAGEN: INTERNATIONAL PACKAGING FAIR (NORD PACK) – April 23-May 2.
Apply, U.F.E.S.A.S., Blaagaardsgade, 17, Copenhagen N.

MILAN: INTERNATIONAL PACKAGING, MECHANICAL HANDLING INDUSTRIAL MACHINES AND FOOD PROCESSING EXHIBITION IPACK-IMA – September 11-17.
* Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

BARCELONA: CANNING AND PACKAGING EXHIBITION – IBERPAK – November 5-17.
Apply, Sr. Director, IX Salon del Envase y de Embalaje Iberpak 65, Avenida Maria Cristina, Parque de Montjuich, Barcelona.

Plastics

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION – May 26-June 1.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

GHENT: EUROPEAN PLASTICS FAIR – October 21-31.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Printing, Stationery, Office Machinery

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 10-14.
* Apply, Ente Autonomo per le Fiere di Bologna, Fiera Internazionale del Libro per l'Infanzia et la Gioventu', Bologna.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376).

PARIS: INTERNATIONAL PAPER, PRINTING AND ALLIED TRADES EQUIPMENT EXHIBITION – June 18-27.
Apply, Commissariat General du Salon des Techniques Papetieres et Graphiques, 40 Rue du Colisee, Paris, 8 eme.

ZURICH: OFFICE EQUIPMENT EXHIBITION (B.U.F.A.) – September 7-11.
† Apply, President, N.C.R. Company, P.O. Box 8023, Zurich.

MILAN: ITALIAN OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 24-October 2.
* Apply, Associazione Nazionale Commercianti Macchine e forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB), – October 14-23.
* Apply, Salon de l'Equipement de Bureau, 6, Place de Valois, Paris, 1 er. (Tel. Central 99.40).

Scientific Instruments

UTRECHT: "HET" INSTRUMENT IN INDUSTRY AND SCIENCE EXHIBITION – September 14-22.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

DUSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF MEASURING INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 13-19.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Shop Equipment

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – October 2-11.
* Apply, Salon de l'Equipment des Commerce, 42 rue du Louvre, Paris 1 er.

Sports

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 4-8.
* Apply, Salon Internationale des Sports d'Hiver 1, Place Jacqueline-Marval, Grenoble.

WIESBADEN: INTERNATIONAL SPORTS GOODS FAIR – March 21-23.
* Apply, Internationale Sportarlikelmesse, 62 Wiesbaden, Postfach 2034.

PARIS: OPEN AIR CAMPING AND SPORTS EXHIBITION – April 22-May 2.
* Apply, 23 Rue Notre-Dames-des-Victoires, Paris 2e.

PARIS: SALON INTERNATIONALE DE LA NATURE (HUNTING AND FISHING) – May 19-31.
† Apply, M. Lemoine, 23, rue Notre-Dames-des-Victoires, Paris 2 e. (Tel. 488-39-20).

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 26-July 11.
* Apply, The Italian Institute for Foreign Trade, 31, Old Burlington Street, London. W.1. (Tel. Regent 2411).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS AND CAMPING EQUIPMENT (SPOGA) – October 24-26.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITON – October 30-November 2.
* Apply, Spodex, 149, Rue St. Honore, Paris, 1.

Textiles and Clothing

BERLIN: FASHION WEEK – March 8-17.
* Apply, Industrie-Und Handkelskammer Zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – March 21-24.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

BERLIN: FASHION WEEK – April 21-30.
* Apply, Industrie-und Handelskammer zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

COLOGNE: INTERNATIONAL BABIES AND CHILDREN'S FAIR – April 23-25.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL EXHIBITON OF WOMEN'S READY-TO-WEAR CLOTHING – April 24-29.
* Apply, Salon International du Prêt-à-Porter Feminin, 23, rue Notre Dame-des-Victoires, Paris.

AMSTERDAM: LADIES' FASHION FAIR (DACOVA) – April 26-29.
† Apply, Secretariat, Prins Hendrikkade 133, Amersterdam – C.

FRANKFURT INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – May 25-28.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – June 9-12.
* Apply, Murray Watson Ltd., 58 Brook Street, London, W.1. (Tel. Grosvenor 3508).

WIESBADEN – INTERNATIONAL MILLINERY FAIR – June 10-12.
* Apply, Internationale Hutfachmesse GmbH, Frankfurt am Main Kaiserstrasse 64.

DORNBIRN: INTERNATIONAL EXPORT AND SAMPLES FAIR (TEXTILES) – July 17-25.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1. (Tel. Knightsbridge 6938).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 27-29.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (S.A.M.I.A.) – September 3-6.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

BRUSSELS: EUROPEAN TRADB SHOW OF READY-MADE CLOTHING FOR MEN – September 5-8.
* Apply, C.E. P.C.O. a.s.b.l., 52 rue du Progres, Brussels 1.

BERLIN: FASHION WEEK – September 6-15.
* Apply, Industrie-und Handelskammer zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE CLOTHING FOR LADIES AND CHILDREN – October 2-7.
* Apply, Centre Professional pour l'expansion de l'industrie de la Confection (C.E.P.C.O. a.s.b.l.), 52 rue du Progres, Brussels.

BERLIN: FASHION WEEK – October 11-21.
* Apply, Industric-und Handelskammer zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, UNDERWEAR AND FOUNDATION GARMENTS – October 14-17.

(*Continued on next page*)

EUROPEAN TRADE FAIRS AND EXHIBITIONS—Continued

* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 15-17.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – November 3-7.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

PARIS: INTERNATIONAL EXHIBITON OF WOMEN'S READY-TO-WEAR CLOTHING – November 6-11.
* Apply, Salon International du Prêt-à-Porter Feminin, 23, rue Notre Dame-des-Victoires, Paris.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – November 18-21.
* Apply, Murray Watson Ltd., 58 Brook Street, London, W.1.

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 23-26.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Toys

COPENHAGEN: INTERNATIONAL EXHIBITION OF TOYS (INTERTOY) – March 26-April 4.
Apply, Armfields Transport Agency Ltd., Armfield House, 1/2 New Street, London, E.C.2. (Tel. Avenue 2161).

Transport

MUNICH: INTERNATIONAL EXHIBITION OF TRANSPORT AND COMMUNICATIONS – June 25-October 3.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.C.1. (Tel. Hunter 1951).

1966 : General

MOSCOW: BRITISH INDUSTRIAL EXHIBITION – June 17-July 3.
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

1966: Specialized

Agriculture, Agricultural Machinery, Dairy Industries, Livestock and Fisheries

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February 13-20.
† Apply, Secretariat General, 2, Avenue Louis Bertrand, Brussels. (Tel. 15.09.75).

FRANKFURT: INTERNATIONAL AGRICULTURAL SHOW – May 8-15.
† Apply, German Agricultural Society, Zimmerweg 16, Frankfurt am Main.

MUNICH: INTERNATIONAL D L G-SPECIAL EXHIBITION FOR DAIRY TECHNIQUE – July 4-9.
Apply, German Agricultural Society, Zimmerweg 16, Frankfurt am Main.

Chemicals

BASLE: INTERNATIONAL CONGRESS AND EXHIBITION OF LABORATORY, MEASUREMENT AND AUTOMATION TECHNIQUES IN INDUSTRY – October 17-22.
Apply, Schweizer Mustermesse, Basle, 21.

Electrical, Radio, Television and Electronics

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – April 15-24.
Apply, The Secretariat, 1 Julius Thomsens Plads, Copenhagen V.

MUNICH: ELECTRONICA – INTERNATIONAL EXHIBITION OF MEASURING INSTRUMENTS AND ELECTRONIC COMPONENTS – October 20-26.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Food

COPENHAGEN: 6TH INTERNATIONAL A.I.D.A. CONGRESS AND EXHIBITION (FOOD) – June 23-July 3.
Apply, General Secretariat, A.I.D.A., Congress, 2, Trommesalen, Copenhagen V.

Furniture, Home, Household

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 25-30.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – March 3-6.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Handicrafts

MUNICH: INTERNATIONAL HANDICRAFTS EXHIBITION – May 12-22.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 26-March 3.
* Apply, Offenbacher Messe G.m.b.H., Kaiserstrasse 110, Offenbach am Main.

Nautical

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 17-28.
* Apply, 'Allt foi Sjon' Fack, Storangsvagen 18, Stockholm No.

Packaging

DUSSELDORF: 4TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 12-18.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Photography

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – October 1-9
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Plastics

UTRECHT: INTERNATIONAL PLASTICS FAIR (MACROPLASTIC) – October 19-26.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Scientific Instruments

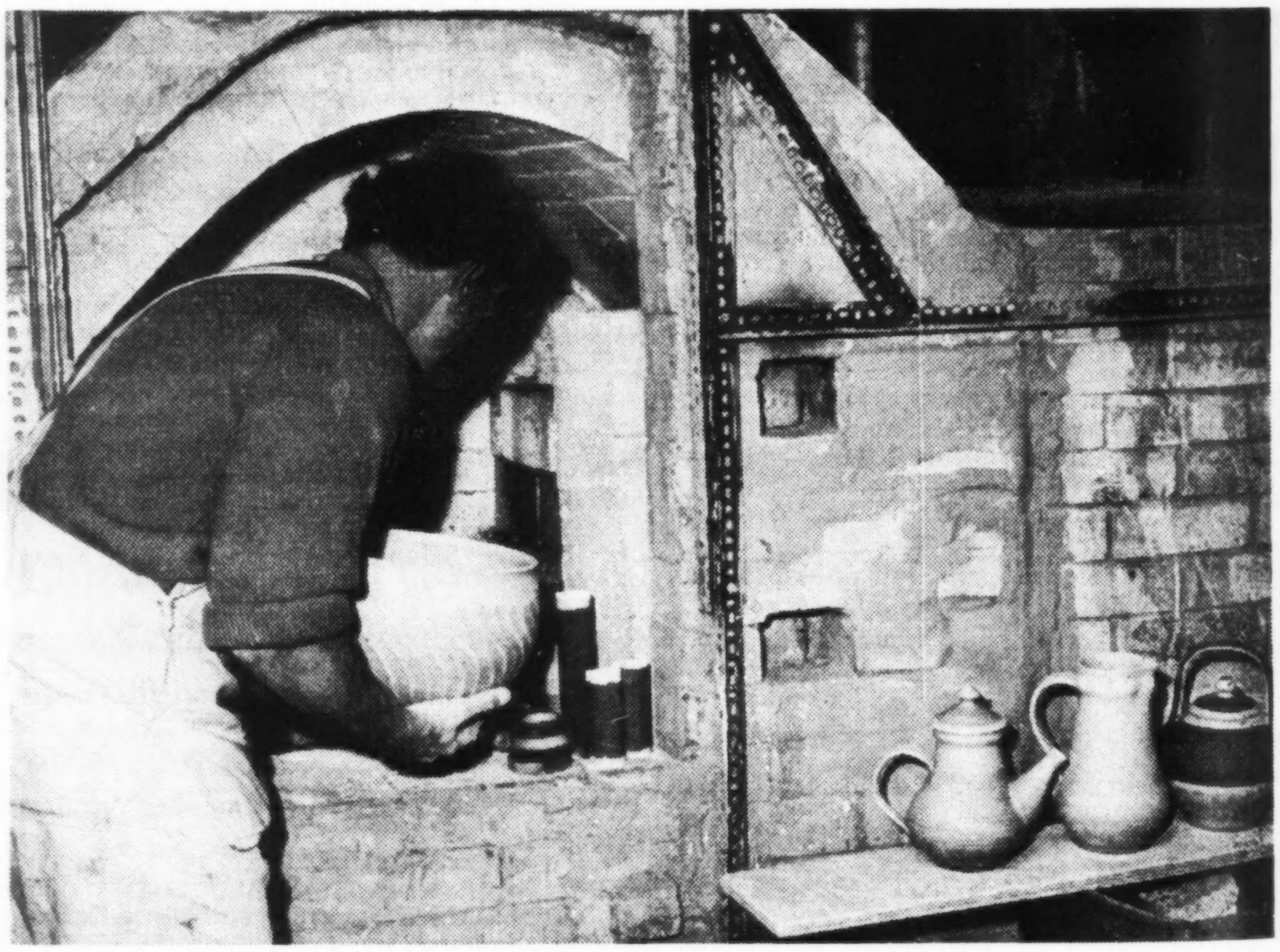
MUNICH: INTERNATIONAL EXHIBITION OF MEASURING INSTRUMENTS AND ELECTRONIC COMPONENTS (ELECTRONICA) – October 20-26.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Shop Equipment

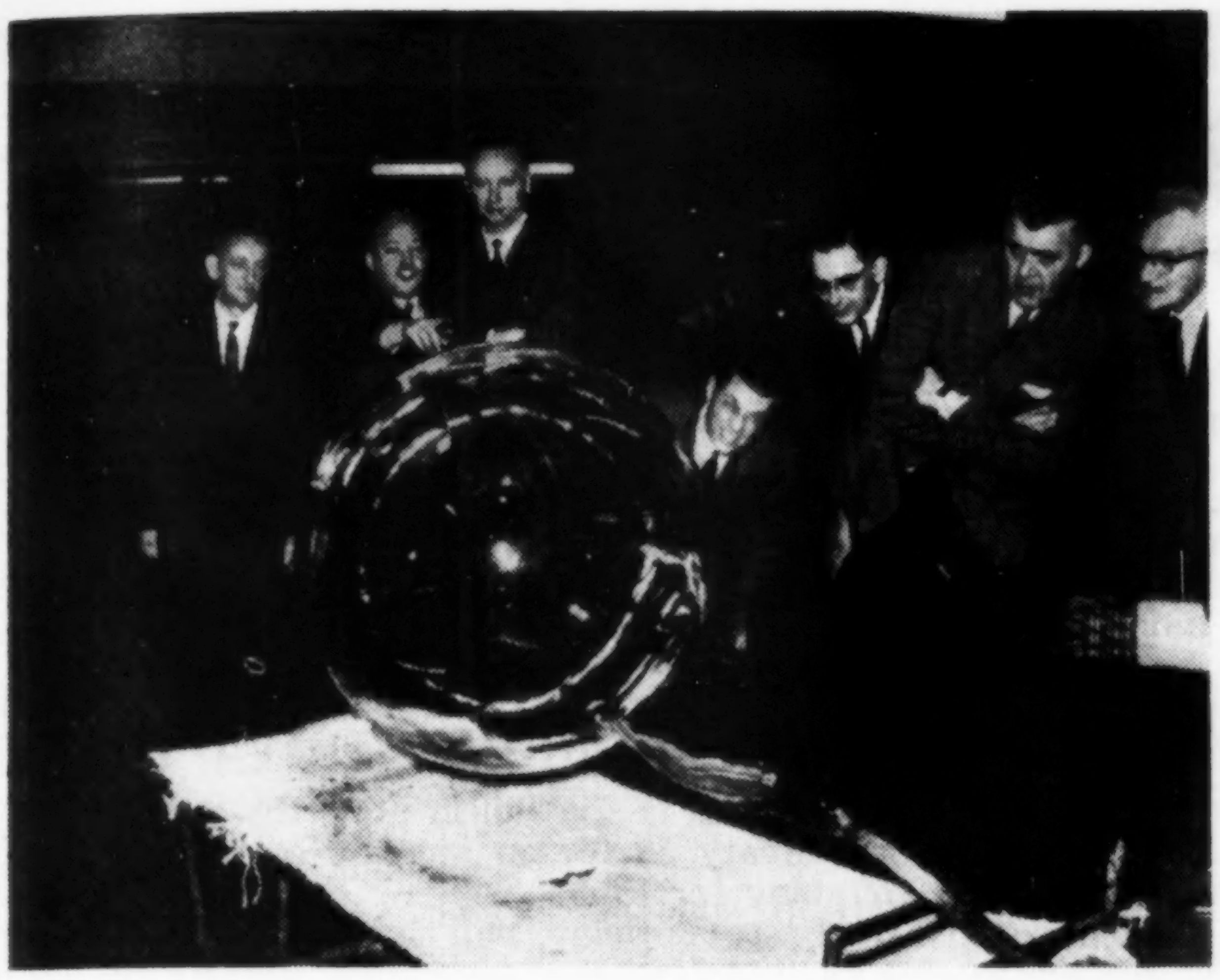
DUSSELDORF: 'EUROSHOP 1966' EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY – June 11-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Toys

NUREMBERG: INTERNATIONAL TOY FAIR – February 13-18.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).



An exhibition of British crafts has recently been sent to Sydney, Australia, for display and sale during Easter at Grace Bros. Ltd. This collection totalling about £2,000 (English) in value, has been collected and selected by The British Craft Export Group, co-operating with the Craftsmen Potters Association and The Crafts Centre of Great Britain. Ceramics for domestic and decorative purposes, handwoven and hand printed table linen, rush work and a selection of our best country baskets, together with some good modern lithographs and wall hangings, make this a most interesting collection. This is the second exhibition arranged by The British Craft Export Group in the last two years to go abroad, as a result of the stimulus given to exports of this nature by British Overseas Fairs Ltd. A potter is seen here making domestic ware. He is one of fifty-odd exhibitors whose work has been considered to be of a sufficiently high standard to send to Australia.



A group of the industrialists and scientists from the Netherlands inspecting a 200-litre flask during their visit to the Wear Glass Works of James A. Jobling and Company Limited. The flask is the largest hand-produced, mould-blown glass article produced anywhere in the world.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195

REPUBLIC OF SOUTH AFRICA

IMPORTANT NOTICE OF ALTERATION

The South African Government have issued details of revised Certificates of Origin.

In order to comply with the new regulations, goods for export to the Republic of South Africa should be invoiced on the new Form of Certificate of Value and Origin No. 301. These new forms can be obtained from stock if you write or telephone to:

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and United Kingdom

Following conversations which took place in Paris on February 23 and 24 between representatives of the British Embassy in Paris and the Board of Trade and representatives of the Ministries of Foreign Affairs and Finance, the Franco-British Trade Arrangement has been renewed for a period of one year from January 1, 1965, by an exchange of letters dated February 24, 1965.

Malta and Switzerland

An agreement on Trade, Protection of Investments and Technical Co-operation has been signed between Malta and Switzerland. The Agreement provides for the mutual granting of Most Favoured Nation treatment in respect of customs, imports, payments and investments. The Agreement is initially valid for one year but will continue indefinitely unless formal notice of termination is given by either side.

Morocco and Hungary

The Moroccan *Bulletin Officiel* of January 20 announced the renewal, for a further year from August 17, 1964, of the trade agreement between Morocco and Hungary.

The Moroccan 'fair' and 'cotton and synthetic textile fabrics' quotas for Hungarian exports have been decreased in value.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Bulgaria

The Moroccan *Bulletin Officiel* of January 20 announced the renewal for a further year from August 1, 1964, of the trade agreement between Morocco and Bulgaria.

The Moroccan quota for Bulgarian exports of cotton and synthetic textile fabrics has been reduced in value, but the quota for mopeds has been increased and now includes spare parts for assembly.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Pakistan

The Italian Ministry of Foreign Trade announces that the trade agreement between Italy and Pakistan of January 10, 1961 has been tacitly extended for a further year from January 10, 1965, with no changes.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel City 5757, Ext. 449, 450), quoting CRE 5132 G.

Poland and Yugoslavia

It was recently announced in the Polish Press that on November 23 a protocol was signed providing for an increase in trade between Poland and Yugoslavia for 1965.

Poland will export to Yugoslavia machinery, equipment and complete plants, various metal products and electro-technical products, parts for tractors, bearings, metallurgical products, coal, chemical and pharmaceutical products, dyes and industrial goods.

Yugoslavia will export to Poland products of the cable industry, machinery and equipment, non-ferrous metals, including zinc concentrates, lead and mercury, mineral raw materials such as magnesites, feldspar and bauxite, chemical products, insecticides, raw materials for the paper industry, tobacco and consumer goods.

Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 4854G.

Poland and East Germany

It was recently announced in the Polish press that a trade protocol was signed on January 25 for an increase of trade between Poland and East Germany for 1965.

Polish exports to East Germany will include industrial and agricultural machinery, machine tools, electrical equipment, coal, zinc, chemicals, vegetables and fruit.

East Germany will export to Poland tractors, rolling stock, electro-technical and electronic equipment, artificial fertilizers, pvc, fuel and consumer goods.

Further details are not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 9235G.

Poland and Albania

It was recently announced in the Polish press that a protocol to the Polish-Albanian Five Year Trade Agreement of 1960 was signed in Tirana. The Agreement provides for the mutual exchange of goods for 1965 in which Poland will export to Albania rolled mill products, coke, cement, chemical products and textiles.

In return Albania will export to Poland chromium ore, asphalt, copper, cotton, leather, tobacco and various agricultural products.

Further details are not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 5550G.

Tunisia and the People's Republic of China

It has been announced in the Tunisian *Journal Officiel* of January 29, 1965, that the trade agreement between Tunisia and the People's Republic of China, signed in 1960, has been renewed unchanged for a further year from November 30, 1964.

The French text of the notice may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Iraq

The Tunisian *Journal Officiel* of February 2-5, 1965 announced the renewal, for a further year from December 12, 1964, of the trade agreement between Tunisia and Iraq.

The lists of goods, which are not exclusive, to be exchanged between the two countries remain unaltered and, as before, no quotas are fixed.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Spain and Iraq

A new trade agreement between Spain and Iraq was signed in Madrid on January 23, 1965.

Under the agreement each party grants most-favoured-nation treatment to the other and lists the goods aimed to be exchanged bilaterally. The Spanish export list includes textiles, leather, chemical, and iron and steel products, ships, tractors, lorries and machinery. The Iraqi export list includes tobacco, cotton, wool, skins and petroleum products. These lists are only indicative without ceilings of quantity and value and do not preclude trade in any goods which have not been specified.

The agreement is valid for one year and will be renewed from year to year by tacit agreement if neither of the parties gives notice of termination three months before the expiry of the period of validity.

The text of the agreement, in English translation, may be seen at Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Rumania and East Germany

THE RUMANIAN PRESS reports that a protocol dealing with economic co-operation and mutual trade during the years 1966/70 between Rumania and East Germany was signed in Bucharest on January 24.

East Germany will supply Rumania with iron and steel products, raw materials and products of the chemical industry, vitrile rubber, photographic film and material, etc., and possibly woollen knitwear, chinaware, electric motors, transformers, etc.

In return Rumania will supply, amongst other things, manganese ore, products of the chemical and petroleum industries, leather footwear, and possibly fresh and processed vegetables and fruit, wines, products of the timber industry and tractors.

Agreement has been reached regarding the technical and qualitative standards, specifying that the machine-made products should be up to best world standards at the time of delivery. The present agreement is foreseen as constituting an important basis for the expansion of economic co-operation during the period of the next Five Year Plan.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 9276G.

Czechoslovakia and Finland

THE CZECHOSLOVAK press reports that a protocol on the exchange of goods between Finland and Czechoslovakia was signed in Prague on January 29. Czechoslovakia will import from Finland products of the wood-processing industry, paper, cellulose, iron ore, copper and copper alloys, some agricultural products, etc., and will export to Finland products of the engineering industry, cars, rolled material, textiles, glass, glass jewellery, etc. The volume of the exchange is approximately on the same level as last year.

No further details are available.

Bulgaria and Hungary

IT WAS recently reported in the Hungarian Press that a trade protocol was signed in Sofia between Bulgaria and Hungary for the mutual exchange of goods for 1965.

Bulgaria will export to Hungary electric trucks and hoists, batteries, machine tools, pyrites concentrate, lead, zinc, soda ash, wireless sets and tobacco.

In return Hungary will export to Bulgaria port and floating cranes, a harbour tugboat, diesel locomotives, bearings, rolled ferous metals, aluminium, steel pipes, cotton textiles and seeds.

Further details are not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 9467G.

Tunisia and Switzerland

THE TUNISIAN *Journal Officiel* of February 2-5, 1965, announced the renewal, for a further year from January 1, 1965, of the trade agreement signed in 1961 between Tunisia and Switzerland. Quota lists under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

(Continued on next page)

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LONDON EC4

Cuba and USSR

THE CUBAN PRESS has recently reported the signature in Moscow on February 17, 1965, of the annual Soviet/Cuban trade agreement covering trade between the two countries for 1965. The agreement provides for a 13 per cent increase in overall trade, bringing the overall global (*sic*) figure to over US$640 million annually. The press communiqué states that Cuba will export to the USSR sugar, nickel and tobacco, whilst Russia will send to Cuba crude oil, petroleum, oils and lubricants, the raw material for fertilizers, foodstuffs, tinplate, cotton, wood and agricultural machinery.

No further information about this agreement is available.

Tunisia and USSR

THE TUNISIAN *Journal Officiel* of January 29, 1965, published details of the long-term trade agreement between Tunisia and USSR as it applies for 1965. The agreed quotas governing the amount of trade between the two countries during the year show slight changes over those of previous years.

Full details may be obtained from Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

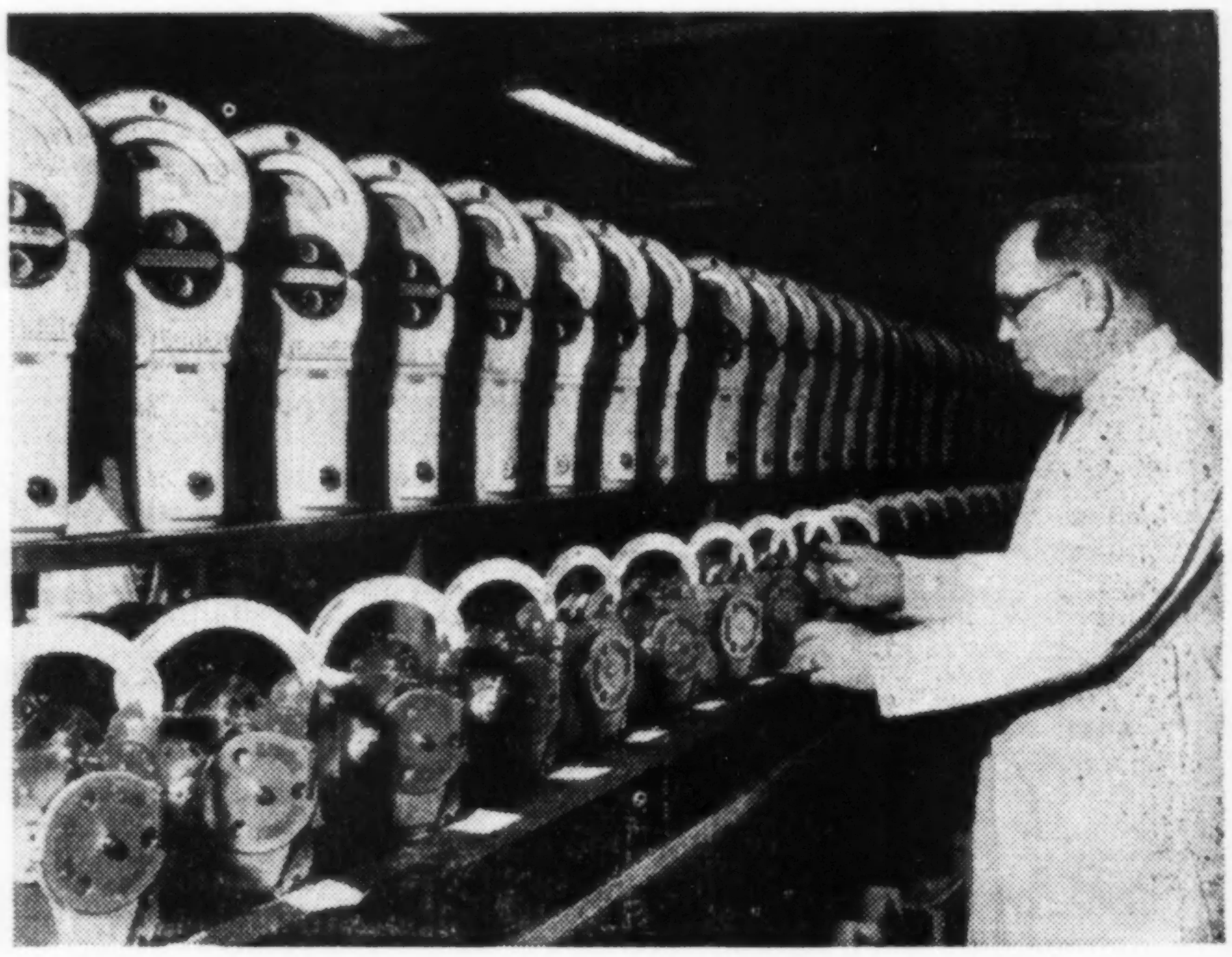
Italy and East Germany

In the notice on the trade arrangement between Italy and East Germany published in the *Board of Trade Journal* of February 19, 1965, page 425, the words 'trade has increased to $2.5 million in each direction' should read 'to $25.5 million in each direction'.

Hints to businessmen visiting Ivory Coast

A REVISED EDITION of the booklet on Ivory Coast has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146) or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.



Final timing tests at Venner's New Malden factory on a batch of 300 parking meters ordered by the Municipality of Hong Kong. Delivery of this latest order will bring the number of Venner parking meters operating in Hong Kong to nearly 5,000. Instructions and markings on these meters are written in both English and Chinese, and the mechanism accepts dollar, 50 cent and 10 cent coins.

New Business in Australia..

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 *and* 406). *Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.*

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Constructional Project for State Government Insurance Office, Queensland. (Further Information.) E.S.B. 1381/65.

Control Valves for Engineering and Water Supply Department. April 1. E.S.B. 7025/65.

Surge Diverters for Capricornia Regional Electricity Board. March 18. E.S.B. 6186/65.*

Postmaster-General's Department, Melbourne:
- **Arresters and Mountings.** April 15. E.S.B. 6187/65.*
- **Generators.** April 13. E.S.B. 5716/65.*

CEYLON

Air-conditioning Plant for Ministry of Land, Irrigation and Power. April 6. E.S.B. 6628/65.

Hardware for National Small Industries Corporation. March 31. E.S.B. 6174/65.*

Pharmaceuticals for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 2837/65.*

COLOMBIA

Electrical Equipment for Corporacion Autonoma Regional de la Sabana. April 1. E.S.B. 7030/65.*

Generators for Empresas Publicas de Municipales. (Further Information.) E.S.B. 3817/65.*

Transformers for Empresas Publicas de Medellin. (Further Information.) E.S.B. 3196/65.*

COSTA RICA

Pharmaceuticals for Caja Costarricense de Seguro Social. March 17. Tender documents (in Spanish) available. E.S.B. 6634/65.*

El Institute Costarricense de Electricidad:
- **Steel Doors.** April 8. E.S.B. 7026/65.*
- **Transformers.** March 22. E.S.B. 6632/65.*

EGYPT

Telegraph Relaying Office for Telecommunications Organization. May 3. E.S.B. 6113/65.*

ETHIOPIA

Imperial Highway Authority:
- **Drills.** March 29. E.S.B. 6119/65.*
- **Tractors.** March 29. E.S.B. 6120/65.*
- **Trucks.** March 29. E.S.B. 6121/65.*
- **Vehicle (Station Wagon).** March 27. E.S.B. 6122/65.*
- **Vehicles (Service Trucks).** March 27. E.S.B. 6123/65.*
- **Tractor.** March 27. E.S.B. 6124/65.*

FORMOSA

Central Trust of China:
- **Acid Pump.** March 31. E.S.B. 6664/65.*
- **Rubber Hose.** March 26. E.S.B. 7004/65.*
- **Chemicals for Rubber Shoe Making.** March 24. E.S.B. 7006/65.*
- **Relays; Microwave Radio Equipment.** Tender re-issued for protective relays and auxiliaries only. Closing date now March 26. E.S.B. 25397/64.*
- **Pumps.** March 23. E.S.B. 7002/65.*
- **Sodium Cyanide.** March 26. E.S.B. 7007/65.*
- **Tractors with Accessories.** March 23. E.S.B. 7009/65.*
- **Pressure Gauge, Valves.** March 24. E.S.B. 6694/65.*
- **Valves.** March 18. E.S.B. 7001/65.*
- **Feeder Belt.** March 30. E.S.B. 7005/65.*
- **Voltmeters and Attenuator.** March 22. E.S.B. 6695/65.*
- **Steel Products.** March 25. E.S.B. 6696/65.*
- **Tipping Paper.** March 22. E.S.B. 6697/65.*
- **Steel Plates.** (Further Information.) Closing date (on re-issue) is now March 23. E.S.B. 36341/64.*
- **Pressure and Compound Gauges.** March 23. E.S.B. 6693/65.*

FRANCE

Headquarters, Allied Forces, Central Europe:
- **Office Equipment.** March 20. E.S.B. 7056/65.*
- **Vehicle (Truck Wrecker).** March 17. E.S.B. 6184/65.*

GREECE

Iron Ingots for Hellenic State Railways. March 30. E.S.B. 6606/65.*

Otorhinolaryngological Instruments for Institute of Social Insurance. March 23. E.S.B. 7038/65.*

INDIA

Blind Valves for Bombay Port Trust. (Further Information.) Tender documents now available. E.S.B. 3078/65.*

Cranes for Madras Port Trust. April 7. E.S.B. 6156/65.*

Drills and Accessories for National Coal Development Corporation Ltd. April 5. E.S.B. 6608/65.*

Hydraulic Pumps for Beas Purchase Organization. (Further Information.) Tender documents now available. E.S.B. 2646/65.*

Insulators for Singareni Collieries Co. Ltd. March 25. E.S.B. 4317/65.*

Insulators for Kerala State Electricity Board. March 23. E.S.B. 6155/65.

Machines and Tools for National Mineral Development Corporation Ltd. (Further Information.) Tender documents now available. E.S.B. 3457/65.*

Switchgear for Uttar Pradesh State Electricity Board. (Further Information.) Closing date postponed to March 22. E.S.B. 1164/65.*

Transmission Rims for Directorate General of Supplies and Disposals. April 2. E.S.B. 6618/65.

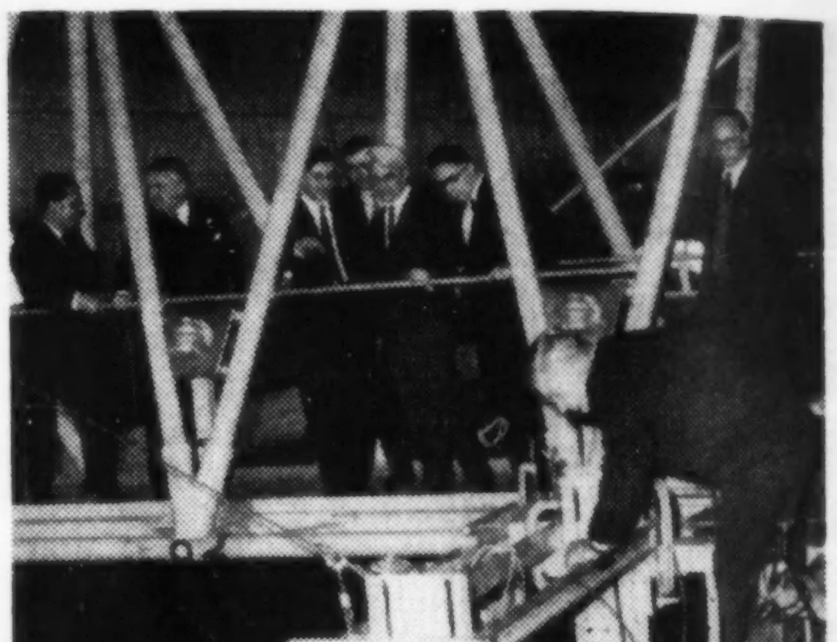
Tubes for B.P.T. Stores Department. April 6. E.S.B. 7050/65.

Rajasthan State Electricity Board:
- **Transformers.** April 2. E.S.B. 6604/65.
- **Transformers.** April 9. E.S.B. 6605/65.

Central Railway:
- **Cranes.** April 20. E.S.B. 7052/65.
- **Sub-station Construction.** (Further Information.) E.S.B. 4040/65.*

Delhi Electric Supply Undertaking:
- **Cable and Accessories.** (Further Information.) Tender documents now available. E.S.B. 4122/65.*
- **Switchgear.** Closing date postponed to March 22. E.S.B. 1163/65.*

Madras State Electricity Board:
- **Cable and Accessories.** March 26. E.S.B. 6151/65.*
- **Crane.** (Further Information.) Closing date postponed to March 18. E.S.B. 1379/65.*



Members of a delegation from the Academy of Sciences of the USSR, visiting Britain at the invitation of the Royal Society, recently toured the National Physical Laboratory at Teddington. In this picture, members of the delegation, led by the Academy's President, Academician M. V. Keldysh (centre) are pictured on the bridge at the Laboratory's Ship Division testing tank, where experiments on the behaviour of ships in irregular waves simulating storm conditions at sea are carried out.

- **Transformer.** April 7. E.S.B. 6152/65.*
- **G.I. Pipes.** March 24. E.S.B. 6173/65.*

IRAN

Pumps for Ministry of Water and Electricity. May 22. E.S.B. 6665/65.

Imperial Iranian Army:
- **Anti-freeze.** April 19. E.S.B. 6667/65.*
- **Brake Fluid.** April 7. E.S.B. 6177/65.*

Iranian Tobacco Monopoly:
- **Paper.** May 6. E.S.B. 6666/65.*
- **Paper.** May 9. E.S.B. 6182/65.*
- **Cardboard.** May 8. E.S.B. 6183/65.*

IRAQ

Construction of Glass Factory for Ministry of Industry. March 29. E.S.B. 6653/65.

Meteorological Instruments for Iraqi Ports Administration. April 1. E.S.B. 6656/65.

Reconstruction of Weir for Directorate-General of Irrigation. April 15. E.S.B. 6658/65.

Theodolite for Ministry of Defence. March 17. E.S.B. 4083/65.*

Water Supply Scheme for Directorate-General of Planning and Design. April 6. E.S.B. 6655/65.

Government Oil Refineries Administration:
- **M.S. Pipes.** March 20. E.S.B. 6651/65.
- **Metal Bars, Angles and Plates,** March 28. E.S.B. 6650/65.

Directorate of Government Press:
- **Paper.** March 27. E.S.B. 6652/65.
- **Printing Machines.** (Further Information.) Tender documents now available. E.S.B. 4089/65.*

Directorate-General of Civil Aviation:
- **Radio Valves.** April 10. E.S.B. 6657/65.

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TRANSLATIONS

Contact:— Dr. FRY'S TRANSLATION SERVICE

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11 Telephone: PARK 5087 and 7163

Vacuum Sweeper. (Further Information.) Tender documents now available. E.S.B. 4091/65.*

General Drugs and Chemicals Imports and Distribution Co.:
- **Drugs, Chemicals and Pharmaceuticals.** March 31. E.S.B. 6662/65.*
- **Isoxyl Tablets.** April 4. E.S.B. 6661/65.*
- **Erythromycin Preparations.** April 14. E.S.B. 6660/65.*

IRISH REPUBLIC

Bridge Construction for Longford County Council. (Further Information.) Closing date postponed to March 19. E.S.B 2626/65.

Lifting Bridge for Roscommon County Council. (Further Information.) Closing date postponed to March 19. E.S.B. 2234/65.

JORDAN

Water Supply System Extension for Amman Municipality. April 28. E.S.B. 6129/65.*

Jordan Cement Factories Co. Ltd.:
- **Cable.** March 28. E.S.B. 6137/65.*
- **Bolts and Nuts.** March 28. E.S.B. 6139/65.*
- **Machine Shop Equipment.** March 28. E.S.B. 6140/65.*
- **Hydrochloric Acid.** March 28. E.S.B. 6138/65.*

KUWAIT

Valves for Ministry of Electricity and Water. March 16. E.S.B. 5774/65.*

MALAYSIA

Civil Engineering Works for Ministry of Agriculture and Co-operatives. March 31. E.S.B. 6683/65.

Diesel Engines, Respirators, etc. for Royal Malaysia Police. March 22. E.S.B. 6647/65.

Generating Sets for Sabah Electricity Board. March 29. E.S.B. 7055/65.

Oil Storage Tanks for Central Electricity Board. April 1. E.S.B. 6179/65.

MOZAMBIQUE

Ports, Railways and Transport Department:
- **Locomotives.** April 9. E.S.B. 6106/65.
- **Electrical Equipment.** April 8. E.S.B. 6107/65.
- **Building Materials.** March 24. E.S.B. 6108/65.
- **Payloader Spares.** April 9. E.S.B. 6109/65.
- **Adaptors.** April 9. E.S.B. 6110/65.

NETHERLANDS

Road Project for Directorate of Waterways. March 16. E.S.B. 5780/65.

NEW ZEALAND

Cables for Municipal Electricity Department, Wellington. March 23. E.S.B. 7059/65.*

Fork-lift Trucks for Auckland Harbour Board. March 30. E.S.B. 7049/65.*

S.S Foil for New Zealand Electricity Department. March 16. E.S.B. 6791/65.*

General Post Office, Wellington:
- **Amplifier.** April 5. E.S.B. 5748/65.*
- **Telecommunications Equipment.** April 6. E.S.B. 5747/65.*
- **Cable.** March 26. E.S.B. 7044/65.*
- **Insulators.** March 28. E.S.B. 6692/65.*
- **Telecommunication Equipment.** April 8. E.S.B. 6630/65.*
- **Vacuum Tube Voltmeter.** March 24. E.S.B. 7043/65.*

PAKISTAN

Fertilizer Factory for East Pakistan Industrial Development Corporation. (Further Information.) Closing date postponed to April 15. E.S.B. 28246/64.*

Pakistan Eastern Railway:
- **Railway Accessories.** March 22. E.S.B. 6675/65.
- **Rails.** March 22. E.S.B. 6676/65.
- **Wire Fencing.** March 22. E.S.B. 6680/65.

RHODESIA

City Engineer's Department, Bulawayo:
- **Ambulance.** March 17. E.S.B. 6641/65.*
- **Beer Tanker.** March 17. E.S.B. 6644/65.*
- **Refuse Collector.** March 17. E.S.B. 6643/65.*

SOUTH AFRICA

Cape Provincial Tender Board:
- **Chemicals.** March 19. E.S.B. 6612/65.*
- **Paper.** March 19. E.S.B. 6614/65.*
- **Coloured Sticks.** March 23. E.S.B. 6615/65.*
- **Electric Irons; Radiators.** March 23. E.S.B. 6616/65.*

State Tender Board:
- **Chemicals.** March 18. E.S.B. 6686/65.*
- **Distribution Boards.** March 17. E.S.B. 6691/65.*
- **Dental Sundries.** March 19. E.S.B. 6688/65.*
- **Garage Equipment.** March 25. E.S.B. 7022/65.*
- **Moisture Tester.** March 19. E.S.B. 6689/65.*
- **Transformers.** March 17. E.S.B. 6690/65.*
- **Pumps.** March 26. E.S.B. 7035/65.*
- **Laboratory Equipment.** March 24. E.S.B. 7010/65.*
- **Surgical Instruments.** March 18. E.S.B. 6687/65.*

SPAIN

Ministerio de Obras Publicas:
- **Hydraulic Shovel Loader.** March 22. E.S.B. 6622/65.
- **Port Dredging Work.** (Alicante and La Coruna.) March 23 (Alicante), April 9 (La Coruna). E.S.B. 6621/65.

SUDAN

Lathe for Sudan Railways. (Further Information.) Tender drawings now available. E.S.B. 4386/65.*

Lift for Ministry of Irrigation (Further Information.) Closing date postponed to March 21. E.S.B. 5741/65.*

Central Electricity and Water Administration:
- **Plug Valves.** March 13. E.S.B. 6103/65.*
- **Insulators; Steel Brackets.** March 17. E.S.B. 6104/65.*

THAILAND

Electrical Equipment for Metropolitan Electricity Authority. March 23. E.S.B. 6162/65.*

Workshop Machinery, Audiovision Training Equipment for the Vocational Education Department. Closing dates from March 15 to 19. E.S.B. 6158/65.

TRINIDAD AND TOBAGO

Line Connectors for Trinidad and Tobago Electricity Commission. April 15. E.S.B. 5781/65.*

TURKEY

Fertilizer for Agricultural Equipment Supplies Corporation. April 15. E.S.B. 5743/65.*

URUGUAY

Carbons for Trolley Shoes for Municipal Transport Corporation. March 17. E.S.B. 5787/65.

Ministry of Public Health:
- **Electric Stoves.** March 23. E.S.B. 5789/65.
- **Accessories for X-ray Machines.** March 30. E.S.B. 5790/65.

National Port Administration:
- **Hand Tools.** March 24. E.S.B. 5786/65.
- **Vehicles.** March 31. E.S.B. 5785/65.

A.F.E. State Railways:
- **Rail Cars.** May 5. E.S.B. 5784/65.
- **Padlocks.** March 31. E.S.B. 5800/65.
- **Metal Cabinets.** March 17. E.S.B. 6101/65.

A.N.C.A.P. (State Oil Refinery):
- **Cutting Blades.** March 26. E.S.B. 5798/65.
- **Lamps.** March 30. E.S.B. 5797/65.
- **Antibiotics.** March 19. E.S.B. 5796/65.
- **Tractors.** April 1. E.S.B. 5795/65.
- **Tractor.** March 26. E.S.B. 5794/65.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

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Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria

Inquiry for fork-lift trucks. (E.S.B. 5031/65.)

Australia

Agency inquiry for foodstuffs. (E.S.B. 5270/65.)

Agency inquiry for jam; preserves. (E.S.B. 6222/65.)

Inquiry for chemicals. (E.S.B. 6072/65.)

Inquiry for foundry equipment and machinery. (E.S.B. 5454/65.)

Inquiry for narrow fabrics. (E.S.B. 5139/65.)

Austria

Agency inquiry for industrial chemicals and raw materials (E.S.B. 5469/65.)

Market report on soap, including medicated soap. (E.S.B 38007/64.)

Bermuda

Agency inquiry for cashmere goods; cycles; electrical goods; gloves. (E.S.B. 5201/65.)

Inquiry for acoustic ceilings; fire proofing materials for buildings. (E.S.B. 5211/65.)

Inquiry for blankets; cocktail sticks; matches. (E.S.B. 5235/65.)

Bolivia

Inquiry for printing press; photo engraving equipment. (E.S.B. 5294/65.)

Inquiry for printing press. (E.S.B. 4704/65.)

British Guiana

Agency inquiry for radios. (E.S.B. 5821/65.)

Bulgaria/Hungary

Trade Agreement. (C.R.E. 9467/G.)

Canada

Agency inquiry for crockery; yachting clothing. (E.S.B. 4986/65.)

Agency inquiry for dried fruits. (E.S.B. 1261/65.)

Agency inquiry for drugstore requisites. (E.S.B. 5933/65.)

Inquiry for road marking equipment and materials. (E.S.B. 4691/65.)

Inquiry for commercial office and stationery supplies. (E.S.B. 6215/65.)

Inquiry for animal feed equipment and products. (E.S.B. 5300/65.)

Inquiry for builders' hardware – further information. (E.S.B. 4298/65.)

Inquiry for case sealing, packing, opening and forming machines. (E.S.B. 5401/65.)

Costa Rica

Inquiry for hospital installations and equipment. (E.S.B. 5125/65.)

Cyprus

Agency inquiry for clothing; elastic; knitwear; swimwear; yarns. (E.S.B. 5644/65.)

Inquiry for canned meats. (E.S.B. 4796/65.)

Czechoslovakia

Foreign Trade Organization. (C.R.E. 1772/63.)

Czechoslovakia/Finland

Trade Agreement. (C.R.E. 2705/G.)

Czechoslovakia/Poland

Trade Agreement. (C.R.E. 5429/G.)

Denmark

Agency inquiry for machinery; plastics sheets and foils. (E.S.B. 5137/65.)

Inquiry for clothing; clocks and watches; domestic electrical equipment; fruit salts; furniture and furnishings; toys and games. (E.S.B. 15477/64.)

Denmark/East Germany

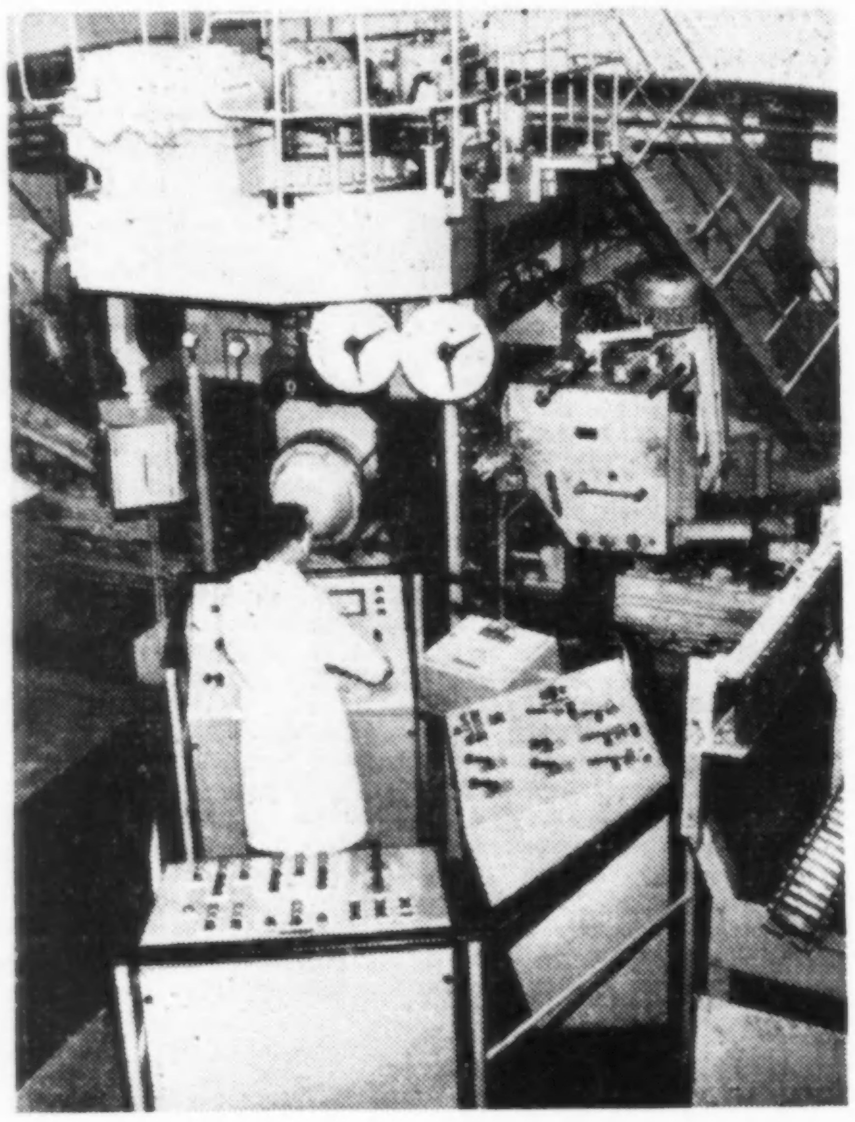
Trade Agreement. (C.R.E. 9399/G.)

Fiji

Agency inquiry for tools. (E.S.B. 5387/65.)

Inquiry for refuse disposal trucks. (E.S.B. 5407/65.)

Inquiry for bicycles; carpets; linoleum; shirts. (E.S.B. 14072/64.)



2-high 750-ton, reversible breakdown-down mill by W. H. A. Robertson & Co. Ltd., a Tube Investments company, for the new Royal Australian Mint. Coil and de-coil boxes can be swung aside for slab rolling. The English Electric Co. Ltd., supplied the electrical equipment for the mills.

Finland

Agency inquiry for toilet soap. (E.S.B. 2922/65.)

France

Agency inquiry for machine tool accessories. (E.S.B. 5671/65.)

Agency inquiry for food hampers; toilet preparations; jigsaw puzzles. (E.S.B. 1475/65.)

Agency inquiry for carpeting. (E.S.B. 4451/65.)

Agency inquiry for chlorine compressors. (E.S.B. 5667/65.)

Inquiry for window display materials. (E.S.B. 5349/65.)

Germany, Federal Republic of

Agency inquiry for Harris tweed. (E.S.B. 5331/65.)

Inquiry for chippings; paving stones. (E.S.B. 5126/65.)

Inquiry for components for air-conditioning and ventilation equipment. (E.S.B. 5856/65.)

Inquiry for conduit tubes. (E.S.B. 5083/65.)

Inquiry for electrolytic copper wire bars. (E.S.B. 5244/65.)

West Germany/Korea

Trade Agreement. (C.R.E. 3668/G.)

West Germany/Yugoslavia

Trade Agreement. (C.R.E. 1715/G.)

Ghana

Payment of accounts. (E.S.B. 5377/64.)

Hong Kong

Inquiry for construction equipment and machinery. (E.S.B. 6008/65.)

Inquiry for confectionery; oats; peas. (E.S.B. 5466/65.)

Iran

Agency inquiry for textiles. (E.S.B. 5231/65.)

Irish Republic

Agency inquiry for air compressors and equipment; builders' hoists; concrete mixers. (E.S.B. 2345/65.)

Agency inquiry for air compressors and ancillary tools. (E.S.B. 5982/65.)

Israel

Agency inquiry for laboratory instruments (E.S.B. 5545/65.)

Inquiry for electronic communications equipment; toys; yarns (E.S.B. 5927/65.)

Inquiry for foundry; precision casting. (E.S.B. 34230/64.)

Inquiry for concrete wire; freeze drying equipment; steel. (E.S.B. 37420/64.)

Italy

Agency inquiry for furnishings; reproduction furniture and articles. (E.S.B. 5251/65.)

Agency inquiry for ophthalmic apparatus and instruments; optical instruments. (E.S.B. 4797/65.)

Agency inquiry for silver polish. (E.S.B. 5467/65.)

Agency inquiry for socks. (E.S.B. 5333/65.)

Inquiry for raw materials for the pharmaceutical industry. (E.S.B. 5408/65.)

Inquiry for sportswear and goods. (E.S.B. 5547/65.)

Italy/Japan

Trade Agreement. (C.R.E. 3628/G.)

Lebanon

Inquiry for clothing; household hardware; linen; toys. (E.S.B. 6284/65.)

Inquiry for constructional projects. (E.S.B. 4798/65.)

Macao

Inquiry for golf club project. (E.S.B. 37071/64.)

Malta/Switzerland

Trade Agreement. (C.R.E. 9256/G.)

Mexico

Inquiry for laboratory equipment; machinery; machine tools. (E.S.B. 5131/65.)

Morocco/Bulgaria

Trade Agreement. (C.R.E. 8298/G.)

Morocco/Hungary

Trade Agreement. (C.R.E. 8300/G.)

Netherlands

Agency inquiry for builders' and technical plastics products; natural gas burners. (E.S.B. 5314/65.)

Nigeria

Manufacture under licence – domestic water heaters; household fittings; thermostat controls; plumbers' brass fittings. (E.S.B. 6760/65.)

Norway

Agency inquiry for ice-cream cones; wafer biscuits. (E.S.B. 1479/65.)

Agency inquiry for textiles. (E.S.B. 16612/64.)

Philippines Republic

Agency inquiry for mercury bulbs. (E.S.B. 5284/65.)

Inquiry for machinery. (E.S.B. 5143/65.)

Inquiry for industrial salt. (E.S.B. 5029/65.)

Poland/Albania

Trade Agreement. (C.R.E. 5550/G.)

Poland/East Germany

Trade Agreement. (C.R.E. 9235/G.)

Poland/Yugoslavia

Trade Agreement. (C.R.E. 4854/G.)

Rumania

Foreign Trade Organization. (C.R.E. 394/G.)

Rumania/East Germany

Trade Agreement. (C.R.E. 9276/G.)

Saudi Arabia

Agency inquiry for radios and radiograms; record players; tape recorders; TV sets. (E.S.B. 5341/65.)

Inquiry for machinery for the manufacture of perfumes; paper. (E.S.B. 5342/65.)

South Africa

Agency inquiry for chemicals; glass tumblers. (E.S.B. 21075/64.)

Sweden

Agency inquiry for plastics sheeting; plastics laminated sheeting. (E.S.B. 5332/65.)

Inquiry for copper-asbestos packings. (E.S.B. 5023/65.)

Switzerland

Agency inquiry for automobile accessories; garage equipment. (E.S.B. 5402/65.)

Inquiry for fancy boxes; papers and wrappings; special fabrics. (E.S.B. 5662/65.)

Inquiry for giftware. (E.S.B. 5802/65.)

Inquiry for labelling apparatus and supplies; plastics film. (E.S.B. 5465/65.)

Inquiry for blankets; dress materials. (E.S.B. 35742/64.)

Market report on building materials. (E.S.B. 36079/64.)

Thailand

Inquiry for handbags and purses; imitation jewellery; men's clothing and accessories; sportswear; sun-tan cream; women's clothing; umbrellas. (E.S.B. 4898/65.)

Turkey

Inquiry for spruce pulpwood. (E.S.B. 5580/65.)

United States of America

Inquiry for department store consumer goods – further information. (E.S.B. 38489/64.)

Inquiry for hydraulic equipment. (E.S.B. 5339/65.)

Inquiry for building materials. (E.S.B. 5094/65.)

Inquiry for giftware; novelty items. (E.S.B. 5258/65.)

Inquiry for housewares; sewing notions; tourist items. (E.S.B. 5460/65.)

Inquiry for laboratory apparatus and equipment; medical and surgical instruments. (E.S.B. 27681/64.)

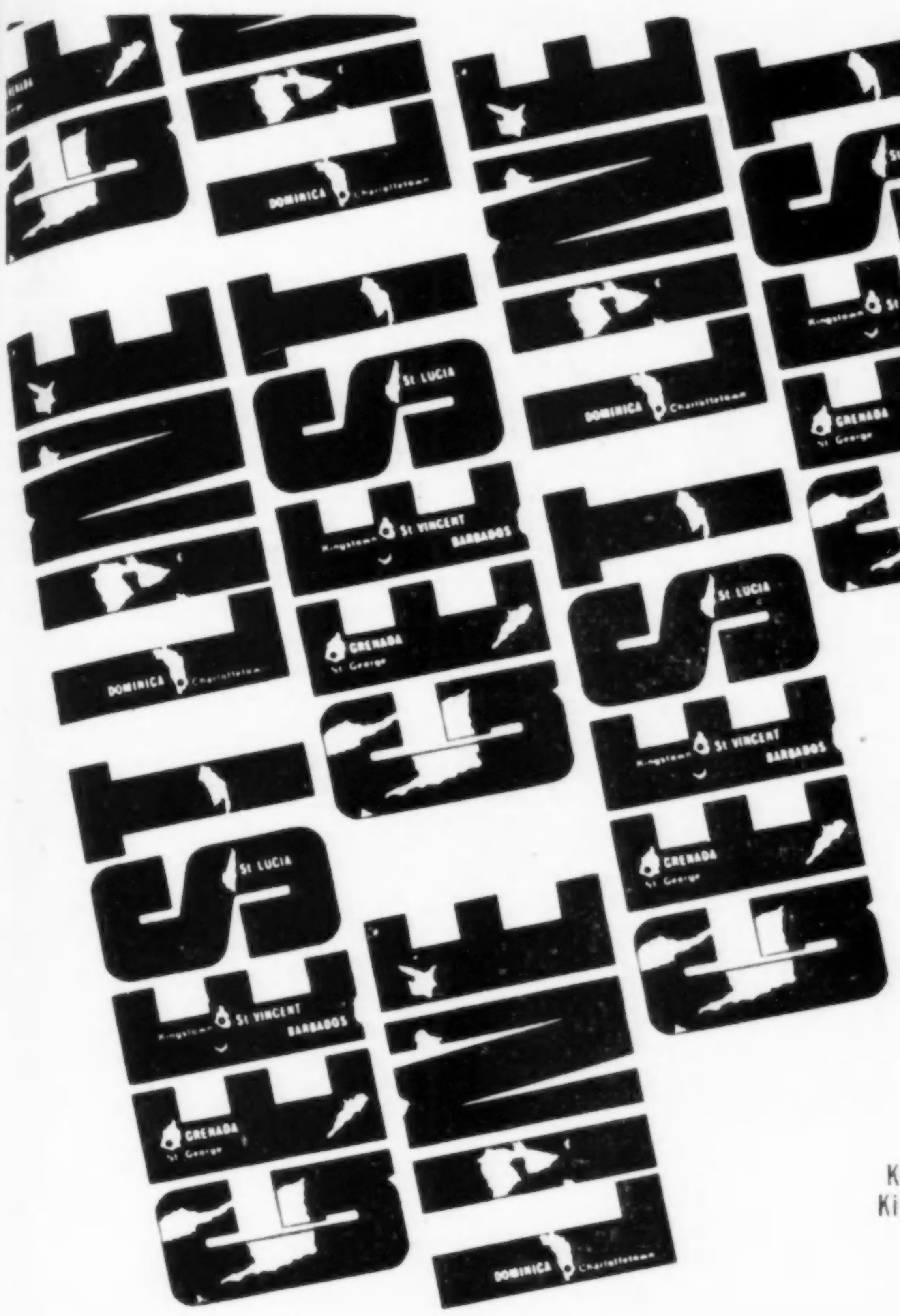
Visits of buyers. (E.S.B. 6377/65.)

United States department store to arrange 'Best of Europe Promotion'. (E.S.B. 6131/64.)

Trade shows to be attended by an Officer of the British Consulate, San Francisco, California. (E.S.B. 37035/64.)

Vietnam

Agency inquiry for fertilizers; hardware; industrial chemicals; metallurgical and non-metallic mineral products. (E.S.B. 5102/65.)



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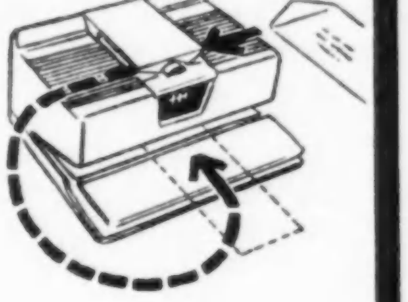

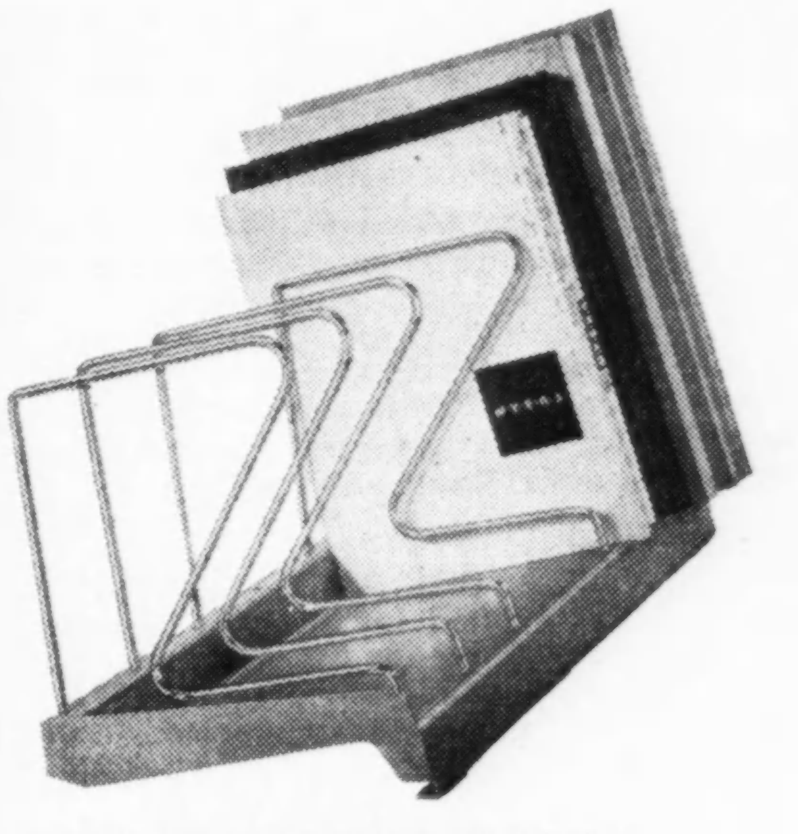

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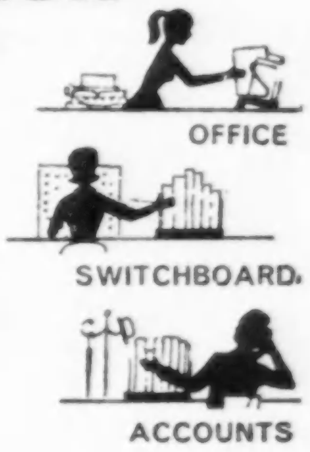

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of February 19. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of February 19 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Cloth merchants' visit to Mexico

Mr. Albert H. Lewis, joint managing director of the Holland & Lewis group of cloth merchants, left on February 5 to spend a month in the Pacific states of the United States, and in Mexico, Panama and Venezuela. Speaking before he left, Mr. Lewis said: 'There is obviously a field for development there and I am hopeful of being able to improve our existing figures. Mexico and Venezuela, for example, have never been and are not now superior "banana republics". Their wealth and industrialization are growing very rapidly – precisely the kind of countries where all British exporters should be making the most vigorous efforts to sell.' Mr. Lewis said that exports to 55 countries represented almost 80 per cent of his group's £2 million turnover in 1964.

Middle East sales tour

Mr. D. A. Boyden, export manager of A. West and Partners Ltd., Croydon, Surrey, leaves London at the end of March, after the Reprographic Exhibition, for an intensive sales tour of the Middle East. A. West and Partners Ltd., manufacture and market a wide range of drawing office and surveying equipment which they already export to more than fifty countries.

Sales chief tours Africa

Mr. J. V. Thomas, sales director of the Braby of Britain Group arrived in Johannesburg during early February to spend a month on the African continent examining export potential and the possibilities of local manufacture in Africa.

Mr. Thomas will cover several thousand miles in a tour that takes in Angola, Rhodesia, Zambia, Kenya, Ethiopia, Sudan and Egypt.

Export sales survey

Mr. John Redman, sales manager of Engineering Laboratory Equipment Limited, a company designing and manufacturing a wide range of test equipment used in the fields of civil engineering recently left London to embark upon a sales survey of Italy. E.L.E. although founded only four years ago, is already a substantial international supplier of soil, concrete and bitumen testing equipment.

World tour

Mr. Jack Bushnell managing director of Cryton Equipment (M.I. Group) of Bridgwater, Somerset, is shortly leaving for a world tour which will take him to four continents. He will first visit the United States for discussions with Crypton's American associates and to study current trends in motor vehicle servicing.

Mr. Bushnell will next go on to Singapore and the Philippines for talks on setting up sales, service and operator training organizations in those areas. After calling at New Zealand, he will visit Crypton's associate company in Australia and will then travel to South Africa for a meeting with agents there.

Introducing advanced techniques to overseas companies

Mr. E. C. Peckham, founding director of the Metalock/Unilock International network and chairman of Metalock (Britain) Ltd., left on a ten weeks' tour of Metalock / Unilock companies in the Americas during February. The purpose of the tour is to introduce advances in technique developed by Metalock's international research pool and to set up new Metalock Companies in Columbia, Ecuador and Venezuela. He will also investigate potentialities for a new company in Paraguay. Metalock/Unilock is a network of 55 integrated companies embracing 62 countries with bases in 104 cities.

Director's African tour

Mr. W. J. Hipkins, managing director of Reddish Chemical Co. Ltd. and Reddish Detergents Ltd., Cheadle Hume, Cheshire, left Manchester on February 8 on a trip to Africa. The purpose of his visit is to create a personal contact with agents who have been selling Reddish products in the African continent; to negotiate the manufacture of Reddish products in South Africa and to deliver a lecture to the Institute of Brewers in Nairobi. He expects to return to the UK on March 5.

Machine tools for India, Pakistan and Middle East

Mr. C. N. Parish, Senior overseas representative of BESTEC (British Engineers' Small Tools and Equipment Co. Ltd., London) will be visiting India and Pakistan from February 8. He will visit agents, their branches and customers in the chief industrial centres including Karachi, Lahore, Delhi, Dacca, Chittagong, Calcutta, Madras, Bangalore and Bombay. During his return journey Mr. Parish will pay short transit visits to Kuwait, Iran, Iraq, Lebanon, Syria and Egypt to ensure that new agents in these areas appointed during a Middle East tour in 1964 are now equipped to effect their sales drive for BESTEC'S member companies. These companies produce a range of complementary high precision engineering equipment including machine tools and accessories, measuring instruments and gauges, engineers' small tools and tool steels. The tour will be of nine weeks duration.

Overseas market research

Mr. Geoffrey Browne, managing director of the Economist Intelligence Unit left in February to visit the EIU research companies and representatives in the United States, Pacific countries and Asia. In 1964, the EIU carried out overseas market research and marketing assignments worth well over a quarter of a million pounds. These were mainly for industrial companies. The purpose of this present trip is to strengthen and extend EIU facilities abroad.

Selling pharmaceuticals in East Africa

Mr. W. David, a managing director of Vick International Ltd., London, a company in the Vick International Division, left for an extended tour of East Africa on February 23, in connection with the development of the company's pharmaceutical exports. These include the Milton range of antiseptics, Napisan and Vick range of packaged pharmaceuticals.

Directors' export tours

Mr. J. H. Stokes and Mr. A. F. Wells, directors of P. Mitchell and Co. Ltd., London are shortly leaving on trips to North America and South-East Asia respectively. Mr. Stokes will be leaving for the Dayton International Cycle and Motorcycle Show on March 17, representing Veloce Ltd., and Cotton Motorcycles. He will also be present at the New York International Motor Show and will visit other major towns in the United States and Canada to further the company's connections in the motor-cycle and motor car industries. Mr. Wells will leave the London Office towards the end of March to tour India and East and West Pakistan. P. Mitchell and Co. Ltd., have for many years dealt with many of the leading rubber manufacturers as suppliers of raw materials. The visit will also serve to renew and make new arrangements among Motor spares and parts dealers in these territories.

African tour

Mr. A. M. (Dick) Lloyd, group sales director of Britool Limited, Wolverhampton and Moore & Wright (Sheffield) Limited, left in early February on a 7 week tour to visit agents and distributors in Zambia, Rhodesia and South Africa.

Catering equipment in Australia and Far East

Mr. Vernon Stott, Director of Stotts of Oldham, the catering equipment manufacturers, left England on February 15 for a six-weeks, 20,000 miles business trip to Australia and the Far East.

After spending two weeks with Stotts associate company in Melbourne, Ahearn, Main, Stott (Pty.), Ltd., Mr. Stott will visit, in turn, company agents in Manila, Hong Kong, Bangkok, Kuala Lumpur and Singapore, and with them call on prospective customers in these areas.

At Hong Kong he will stay at the Mandarin Hotel, where Stott equipment worth £40,000 was installed two years ago. He will arrive at Kuala Lumpur at about the time when two complete Stott kitchens, worth more than £20,000, are being installed at the new International Airport, and also visit the Malaysian Houses of Parliament, where a Stott kitchen worth nearly £19,000 was installed last year.

Middle East trade tours at reduced prices

The Middle East Association has announced that it is offering its members individually or in groups, the opportunity of visiting the markets of the Middle East at considerably reduced prices.

The Association will provide commercial advice about each market to be visited and introductions will be arranged in the various territories. The Association will also be answering any inquiries, will discuss modifications and will give preparatory briefings.

The first two Trade Development Tours, each of ten days' duration, began on March 3 and 6; the former included visits to Lebanon, Syria, UAR and Jordan and the latter to Lebanon, Iraq and Jordan. They have been planned for the Middle East Association by Arabian Gulf Services Limited. Flights are on scheduled services by Middle East Airlines in association with BOAC Both Arabian Gulf Services and Middle East Airlines are members of the Association.

Further details are available from the Middle East Association, 33 Bury Street, London, W.1.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ICELAND

Liberalization lists and global import quotas

THE ICELANDIC MINISTRY of Commerce have announced some further liberalization of imports and have also published details of the global quotas established for 1965.

Liberalization

The following items have been added to the list of liberalized goods. Part I lists those goods liberalized from January 1, 1965. Part II lists those items which will be freed on July 1, 1965.

LIST I

Heading in the Customs Tariff	Commodity
15.04.00	Fats and oils of fish and marine mammals, whether or not refined.
15.06.00	Other animal oils and fats (including neat's-foot oil and fats from bones and waste).
15.14.00	Spermaceti, crude, pressed or refined, whether or not coloured.
ex 16.04.00	Prepared or preserved fish, excluding fish roes.
16.05.00	Crustaceans and molluscs, prepared or preserved.
17.04.02 ex 18.06.09	Paste of powdered almonds and sugar or percipan, in blocks of 10 kilos or more.
ex 19.07.00 ex 19.08.00	Bread, chocolate coated biscuits and pastry and other fine bakers' wares.
20.06.01	Fruit pulp, not containing added sugar, in containers of 50 kilos or more.
23.01.00	Flours and meals of meat, offals, fish, crustaceans or molluscs, unfit for human consumption; greaves.
34.06.00	Candles, tapers, night-lights and the like.
40.08.02	Plates and sheets of unhardened, vulcanized rubber, excluding strip, rods and profile shapes.
ex 40.06.00 40.08.03	Rubber floor coverings.
ex 42.02.00	Travel goods (for example, trunks, suit-cases, hat-boxes, travelling-bags, haversacks, knapsacks, rucksacks, kitbags), handbags, wallets, purses, satchels, briefcases, collarboxes, dressing-cases, pouches, toilet-bags, toolcases and similar containers of leather or of composition leather and paperboard, but excluding those articles made of vulcanized fibre, of artificial plastic sheeting or textile fabric.
42.03.02	Gloves of leather and composition leather.
42.03.09	Other articles of apparel and clothing accessories, excluding belts.
ex 44.18.00	Plastic coated sheets.
44.23.01	Doors, windows and window frames.
44.23.02	Ready cut wood for building.
46.03.09	Basketwork, wickerwork and other articles of plaiting materials, excluding baskets; articles of loofah.
48.01.53	Wall and floor paperboard.
48.05.00	Paper and paperboard, corrugated (with or without flat surface sheets), creped, embossed or perforated, in rolls or sheets.
48.07.23	Roof cardboard.
48.12.00	Floor coverings prepared on base of paper or of paperboard, whether or not cut to size, with or without a coating of linoleum compound.
48.16.01	Cardboard containers.
ex 58.02.00	Coir matting.
58.03.00	Tapestries, hand-made of the type Gobelins, Flanders, Aubusson, Beauvais, and the like, and needle-worked tapestries (for example, petit point and cross stitch) made in panels and the like by hand.
58.04.11	Moleskin of cotton.
58.04.19	Other pile fabrics and chenille fabrics of cotton.
59.02.01	Felt.
59.07.01 59.08.02	Bookbinding linen.
59.10.00	Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape or of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not.
60.02.01	Gloves, mittens and mitts, knitted or crocheted of wool, not elastic nor rubberized.
60.02.02	Gloves, mittens and mitts, knitted or crocheted of cotton, not elastic nor rubberized.
60.05.00	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized, excluding outer garments of silk, artificial fibres and wool.
62.01.10- 62.01.30	Travelling rugs and blankets.
62.02.00	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles.
62.04.02 62.04.09	Awnings, sunblinds, tents and camping goods.
68.06.00	Natural and artificial abrasive powder or grain, on a base of woven fabric, of paper, of paperboard or of other materials, whether or not cut to shape or sewn or otherwise made up.
68.07.00	Slag wool, rock wool and similar mineral wool.
68.13.01	Fabricated asbestos and articles thereof.
68.13.09	
68.16.01	Household utensils of stone.
69.14.00	Other articles of ceramic excluding not ornamented flower pots, and water pans and pots for radiators.
ex 73.02.00	Fittings for electrical installation tubes.
73.21.01- 73.21.09	Structures, complete or incomplete, whether or not assembled, and parts of structures (for example hangars and other buildings, bridges and bridge-sections, lock-gates, towers, lattice masts, roofs, roofing framework, door and window frames, shutters, balustrades, pillars and columns), of iron or steel; plates, strip, rods, angles, shapes, sections, tubes and the like, prepared for use in structures of iron or steel.
73.22.00	Reservoirs, tanks, vats and similar containers, for any material, of iron or steel, of a capacity exceeding three hundred litres, whether or not lined or heat-insulated, but not fitted with mechanical or thermal equipment.
73.37.01 73.37.09	Central heating boilers (excluding steam-generating boilers of heading No. 84.01), air heaters, unit heaters and radiators for central heating, not electrically operated, and parts thereof, of iron or steel.
73.38.29	Other builders sanitary ware for indoor use and parts thereof, excluding enamelled kitchen sinks.
73.40.43	Fence posts of iron or steel.
73.40.47	Drinking tubs for animals of iron or steel.
ex 73.40.49	Roof gutters, air valves and grates for same, manhole collars for draining and water systems.
84.43.00	Converters, ladles, ingot moulds and casting machines, of a kind used in metallurgy and in foundries.
84.44.00	Rolling mills and rolls therefore.
84.45.00	Machine tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50.
84.47.01	Machine-tools for working wood, other than machines falling within heading No. 84.49.
ex 84.48.00	Accessories and parts suitable for use solely or principally with the iron and woodworking machines.
96.02.02 ex 96.02.09	Tooth brushes and artists' brushes.
ex 97.01.00 97.03.00	Toys and working models of a kind used for recreational purposes, excluding children's tricycles, models for aeroplanes, ships and automobiles, unassembled or semi-manufactured and the like.
97.04.01 97.04.09	Equipment for parlour, table and funfair games for adults or children (including billiard tables and pintable and table-tennis requisites), excluding playing cards.
97.05.00	Carnival articles, entertainment articles (for example, conjuring tricks and novelty jokes): Christmas tree decorations and similar articles for Christmas festivities (for example, artificial Christmas trees, Christmas stockings, etc.).
97.06.02	Skates (including roller skates).
97.08.00	Roundabouts, swings, shooting galleries and other fairground amusements; travelling circuses, travelling menageries and travelling theatres.
98.05.00	Pencils (other than pencils of heading No. 98.03), pencil leads, slate pencils, crayons and pastels, drawing charcoals and writing and drawing chalks, tailors' and billiard chalks.

LIST II

48.01.20	Printing and writing paper.
48.07.10	Printing and writing paper, impregnated, coated, etc.
48.14.01- 48.14.09	Writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery.
ex 48.15.03	Writing paper, unprinted.
48.18.00	Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting-pads, binders (loose-leaf or other), file covers and other stationery of paper or paper-board; sample and other albums and book covers, of paper or paperboard.
55.07.10 55.07.20	Cotton gauze.
55.08.10 55.08.20	Terry towelling and similar terry fabrics of cotton.
55.09.13 55.09.19 55.09.23 55.09.29	Other woven fabrics of cotton, excluding sail and tarpaulin cloth.
69.11.00	Tableware and other articles of a kind commonly used for domestic or toilet purposes of porcelain or china (including biscuit porcelain and parian).
69.12.00	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery.
70.13.00	Glassware of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses.
73.31.01	Galvanized nails.
73.31.09	Other nails and pins, excluding horse nails, nails for cobbling, hooks and box-hooks and drawing pins.
84.51.00	Typewriters excluding electrical typewriters.

Global Quotas

The following global quotas have been established for 1965 for goods under import licence. These quotas apply to imports from all countries except those with which Iceland has bilateral trade and payments agreements (i.e., Brazil, Czechoslovakia, Eastern Germany, Hungary, Poland, Rumania and the Soviet Union).

Heading in the Customs Tariff	Commodity
	The global quotas are broken down into three lists: List I covers commodities for which allocations are made three times a year. List II covers commodites for which licences are granted throughout the year. List III covers commodities which will be liberalized as of July 1, 1965, and, therefore, only one allocation will be made.

LIST I

Custom Tariff No.	Commodity	Kronur
44.05.19 44.13.19	Coniferous wood, n.e.s. sawn lengthwise, sliced or peeled, but not further prepared, of a thickness exceeding five millimetres; coniferous wood, n.e.s., planed, tongued, grooved, rebated, chamfered, V-jointed, centre V-jointed, beaded, centre-beaded or the like, but not further manufactured . .	30,000,000
ex 44.15.00 44.16.00 44.18.00	Plywood, blockboard, laminboard, battenboard and veneered panels, whether or not containing any material other than wood; inlaid wood and wood marquetry; hollow and cellular panels of wood, whether or not faced with base metal; reconstituted wood, etc., excluding plastic coated plates .	14,000,000
ex 48.09.00	Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders, excluding plastic coated plates	7,000,000
ex 58.01.00 ex 58.02.00	Carpets, carpeting, rugs (including runners and mats), excluding plastic floor coverings with velvet surface and coir matting .	3,000,000
60.03.01 60.03.02	Ladies' stockings, stockings, socks, anklesocks, sockettes and the like, knitted or crocheted, not elastic nor rubberized of silk or artificial fibres	13,000,00
60.03.04 60.04.02 61.03.01- 61.03.09 61.04.01	Stockings, understockings, socks, anklesocks, sockettes and the like, knitted or crocheted of cotton; undergarments, knitted or crocheted of cotton, not elastic nor rubberized; undergarments of woven cotton fabrics	2,500,000
ex 64.01.09 64.02.01 64.02.09	Footwear with outer soles of rubber, excluding footwear with uppers of leather or skin and rubber boots with a low heel (not intended for use outside other shoes), according to further definition and decision of the Ministry of Finance .	6,000,000
68.08.00 68.09.00 ex 68.11.01 ex 68.11.09 68.12.01- 68.12.09 68.16.02 68.16.09 69.06.00	Articles of asphalt, gypsum. cement, asbestos-cement and such substances, excluding rollers, engine packings, woven fabrics and thread of asbestos	4,000,000
70.04.00 70.05.00 70.06.00	Glass, n.e.s.; carboys, bottles, jars, etc., of glass . . .	9,000,000
70.01.01- 70.10.09 73.10.11- 73.10.22 73.15.67- 73.15.71 73.11.10- 73.11.20 73.15.72- 73.15.75 73.13.10 73.15.76 73.15.77 73.13.20 73.15.78 73.15.79 73.13.30 73.13.40 73.13.59 73.15.82 73.15.81 73.15.83 73.15.84 ex 73.14.00 73.15.87 ex 73.15.88 ex 73.17.00 ex 73.18.29- 73.18.30 ex 73.20.00 73.23.01 73.26.00 73.27.01	Bars and rods of iron and steel, profiles, iron and steel plates and sheets, excluding stainless and acidproof chrome steel plates and sheets; iron and steel wire, excluding welding wire; iron and steel pipes and fittings; other manufactures of iron and steel falling within the specified customs tariff numbers, not liberalized	60,000,000
ex 85.01.00	Electrical motors and transformers, excluding ballasts for fluorescent lamps	7,000,000
85.04.01 85.04.09	Electrical accumulators and material for their manufacture .	3,000,000
93.01.00- 93.07.29	Arms and ammunition, parts thereof, excluding life saving guns and whaling guns and parts thereof	2,500,000
94.01.00 94.03.00 94.04.00	Furniture and parts thereof, bedding, mattresses, mattress supports, cushions and similar stuffed furnishings, excluding medical furniture (No. 94.02.00) and filing cabinets of iron and steel	4,000,000
96.01.00 96.02.01 96.02.09 96.04.00	Brooms and brushes, excluding brushes of a kind used as parts of machines, paint rollers, squeegees, mops, tooth brushes and artists' brushes.	1,200,000
		Kr.166,200,000

LIST II

Customs Tariff No.	Commodity	Kronur
04.01.00- 04.05.00	Dairy produce; birds' eggs	150,000
07.01.10	Potatoes, fresh	3,000,000
11.07.00	Malt, roasted or not	150,000
17.01.21- 17.01.24	Cube sugar and granulated sugar	15,000,000
17.01.27 17.02.01 17.04.01 17.04.03- 17.04.09	Candy sugar, glucose and sugar confectionery, not containing sugar	250,000
25.20.01- 25.20.09	Gypsum, anhydrite, calcined gypsum and plasters with a basis of calcium sulphate, but not including plasters specially prepared for use in dentistry	100,000
25.23.00	Portland cement, ciment fondu, slag cement and other hydraulic cements, whether or not coloured or in the form of clinker .	5,000,000
27.01.10	Steam coal	700,000
27.04.00	Coke and semi-coke of coal, of lignite or of peat . . .	300,000
ex 76.02.09	Wire, not insulated, and barbed wire of aluminium . . .	500,000
85.23.01	Electrical cables, subterranean and submarine . . .	10,000,000
99.01.00- 99.06.00	Works of art, collectors' pieces and antiques. . . .	500,000
	Commodities falling within other customs tariff numbers, which are not liberalized	500,000
		Kr.36,150,000
59.04.01	Fishing lines and cords	300 tons
ex 59.04.02	Ropes, excluding grass ropes and metal twined ropes . .	600 tons

LIST III

Customs Tariff No.	Commodity	Kronur
48.01.20 48.07.10 48.14.01- 48.14.09 ex 48.15.03 48.18.00	Printing paper, writing paper and miscellaneous stationery and paper articles	5,000,000
55.07.10 55.07.20 55.08.10 55.08.20 55.09.13- 55.09.19 55.09.23 55.09.29	Cotton woven fabrics, excluding sail and tarpaulin cloth . .	10,000,000
69.11.00 69.12.00 70.13.00	Tableware and other articles of a kind commonly used for domestic or toilet purposes of porcelain, china, pottery and glass	1,500,000
73.31.01 ex 73.31.09	Galvanized and other nails and pins, excluding horse nails, nails for cobbling, hooks and boxhooks and drawing pins . .	750,000
		Kr.17,250,000

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

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FINLAND

New global quotas for 1965

THE FINNISH AUTHORITIES have issued a list of global quotas for 1965:

New quota No.	Commodity	Quota in Finnmarks
1	Salmon	900,000
2	Fish filee: whale meat	4,000,000
3	Fish, other	1,000,000
4	Dried vegetables, meat extracts, etc.	1,550,000
6	Canned fish	3,600 000
7a	Sweets and chocolate	1,500,000
7b	Soups; sauces; vegetables and fruit products etc.	2,500,000
8	Other food preparations	760,000
9	Preparations of cereal products	1,300,000
10	Fruit	45,300,000
11	Starches and gluten	830,000
12	Vegetable oils	3,100,000
13	Modified linseed oil: fatty acid ; glycerol	6,100,000
14	Fats and oils of fish etc.	4,100,000
15	Flours of meat and fish etc.	8,750,000
16	Gypsum, lime and cement	1,200,000
18	Mineral tar, coal tar distillation products; solvent gasoline and solvent petrol.	1,440,000
19	Aviation spirit and power kerosene	5,580,000
20	Bitumen	2,800,000
21	Zinc oxide; hydrogen peroxide; carbide	1,000,000
23	Toluene, xylene, methanol	1,000,000
24	Bandages for medical purposes	700,000
25	Products of the chemical industries	6,700,000
28	Furskins, prepared	3,500,000
30	Articles of leather, composition leather and furskin	1,600,000
31	Woven fabrics; embroidery; knitted goods	36,000,000
33	Carpets	2,200,000
35	Twine, ropes and cables	2,400,000
36	Special textile fabrics of the textile industry	2,000,000
37	Other special textile fabrics	2,000,000
38	Clothes; underwear and clothing accessories; gloves, made up textile articles.	22,000,000
40	Footwear	7,000,000
42	Sanitary articles.	1 300,000
43	Articles for household use	4,700,000
44	Jewellery and articles of jewellery	4,000,000
45	Unwrought silver, gold and platinum	650,000
46	Tubes and pipes of cast iron and parts thereof	1,600,000
47	Structures of iron and other articles of iron	8,000,000
48	Locks, mountings, fastening equipment and springs	7,000,000
49	Heating and warming apparatus, operated with fuel	4,500,000
50	Outboard motors	7,500,000
53	Primary batteries	3,000,000
57	Television and radio-broadcasting reception apparatus	18,000,000
58	Electrical installation apparatus	19,000,000
59	Electric lamps	4,800,000
60	Machines and appliances, not elsewhere specified or included	46,000,000
61	Passenger cars	96,000,000
62	Lorries, parcels delivery vans and special automobiles	17,000,000
65	Other vehicles	2,200,000
66	Parts and spare parts; accessories for the industry.	55,000,000
67	Arms and ammunition	1,800,000
68	Brooms and brushes	1,300,000
69	Toys and games	4,000,000
	TOTAL	491,760,000

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458).

SPAIN

Customs duties on nitrogenous fertilizers

IN THE *State Gazette* of February 17, the Spanish authorities announced the suspension for three months of import duties on mixtures of ammonium nitrate with chalk, gypsum or other inorganic non-fertilizing substances (tariff heading 31.02I).

The Spanish authorities also announced that the period of suspension of import duties on ammonium sulphate (tariff heading 31.02E) and ammonium sulphonitrate (tariff heading 31.02F) was extended until May 19, 1965.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Opening of global quotas

THE LIST of Spanish global quotas for 1965 was published in the *Board of Trade Journal* of February 26, page 473.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
38	Iron and steel structures	9,000,000	March 13
39	Iron and steel containers	9,900,000	March 13
40	Metallic gauze, fencing, etc.	4,750,000	March 20
41	Hardware: nails, bolts, nuts, needles, pins, etc. of iron and steel	6,600,000	March 20

FRANCE

Import regulations for meat etc., for human consumption

THE *Board of Trade Journal* of September 18, 1964, page 654, announced that under new regulations, imports into France of meat and offal would not be accepted unless the animals had been slaughtered in abattoirs that had been inspected and approved by the competent authorities in the country of origin and accepted by the French authorities.

The French *Journal Officiel* of February 11 announced that the abattoirs in Britain and the abattoirs and premises (for processing meat and meat products) in Northern Ireland listed below have been inspected and approved by the competent authorities in Britain and accepted by the French authorities.

At present, as far as Britain is concerned, the abattoirs have been accepted by the French authorities only for beef carcase meat, whether or not accompanied by offals (but not for offals or pharmaceutical products sent separately nor for small cuts and boneless meat). No processing premises have so far been approved because of the requirement that the entire process must be subject to continuous veterinary supervision.

So far as Northern Ireland is concerned, the announcement covers the export of all meats other than poultry.

Name and address	Approval No.
Public Abattoir, Canterbury, Kent.	EWS 2
The Slaughterhouse, Salisbury, Wilts.	EWS 4
British Beef Co. Abattoir, Swindon, Wilts.	EWS 5
Wimborne Abattoir, Wimborne, Dorset.	EWS 6
T. Wall & Sons (Meat and Handy Foods Ltd.), Willesden, London, N.W.10.	EWS 7
Marsh and Baxter Ltd., Brierley Hill, Staffs.	EWS 10
Alf Meade Ltd., Abattoir, Reading, Berks.	EWS 11
J. H. Cobden Ltd., Abattoir, Martock, Somerset	EWS 13
Moss Waltham & Co. Ltd., Wellingborough, Northants.	EWS 15
Norwich Abattoir, Hall Road, Norwich, Norfolk	EWS 17
Cambridge Abattoir, Coldhams Lane, Cambridge.	EWS 18
F.M.C. (Meat) Ltd., Abattoir, Exeter, Devon.	EWS 20
T. Wall and Sons Ltd., Godley, Cheshire.	EWS 21
Ulster Fatstock Co. Ltd., Railway Street, Ballymena, Co. Antrim.	N.I. 1
Moy Meats Ltd., Charlemont, Moy, Co. Tyrone.	N.I. 2
F.M.C. (Meat) Ltd., Dunloy, Ballymena, Co. Antrim.	N.I. 3
Mid-Ulster Meat Packing Co. Ltd., (Doogary), Omagh, Co. Tyrone.	N.I. 4
Belfast County Borough Council, Belfast.	N.I. 5
H. Denny & Sons Ulster Ltd., Obins Street, Portadown, Co. Armagh.	N.I. 6
Northern Ireland Farmers Bacon Co. Ltd., Cookstown, Co. Tyrone.	N.I. 7
Ulster Farmer's Bacon Co. Ltd., Armagh Road, Newry, Co. Down.	N.I. 8
Emdal Meat Packers Ltd., Warrenpoint Road, Newry, Co. Down.	N.I. 9
Belfast Food Products Ltd., Prince Regent Road, Castlereagh, Belfast, 5.	N.I. 10
McElderry & Moffett Ltd., Agivey, Ballymoney, C. Down.	N.I. 11
Producers' Bacon Co. (Collin Glen) Ltd., Suffolk, Belfast, 11.	N.I. 12
R. G. Nelson, Ballylummin, Aloghill, Ballymena, Co. Antrim.	N.I. 13
Northern Bacon & Canning Co. Ltd., Whiteabbey, Newtownabbey, Co. Antrim.	N.I. 14

Any further additions to the above list, or to the types of meat which may be exported to France, will be published in the *Board of Trade Journal* when they are announced.

The French text of the above list may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

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EUROPEAN ECONOMIC COMMUNITY

Remission of duty and processing levy

NOTICES PUBLISHED in the *Board of Trade Journal* on July 19, 1963, and December 13, 1963, dealt with the procedures to be followed to determine when goods passing between member states would qualify for the benefits of inter-Community tariffs and removal of quantitative restrictions. In respect of goods produced wholly or partly in a member state from products from a country not a member of the community on which a full or partial drawback of customs duties or charges had been allowed, it was laid down that these benefits could be claimed only if the incorporated products had been subject to the collection of a levy in the member state of manufacture at a rate equal to a percentage of the Common Customs Tariff duty or, where the incorporated products are products to which the system of agricultural levies apply, at a rate equal to a percentage of the arithmetic mean of the agricultural levies imposed in relation to third countries.

The *Journal Officiel des Communautes Europeennes* of February 11 contains the text of a decision taken by the Commission of the EEC which lays down that the percentage to be used for the calculation of the levy for the period February 1 to December 31, 1965, shall be 65 per cent.

This arrangement also applies to trade between the EEC and Greece.

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 568, Cornwall House, London, S.W.1.

Regulation	Description	Price
106/64	Concerning certain transitional provisions to be applied to trade in rice between non-producer member States	3d.
125/64	Revising the threshold price of broken rice, fixed by the French Republic for the 1964-1965 season	3d.
126/64	Laying down coefficients of equivalence between the quality of rye imported from Turkey and the standard of quality in respect of which the threshold price is fixed	6d.
127/64	Determining the technical costs of denaturing soft wheat and rye for the 1962-1963 and 1963-1964 seasons	3d.
128/64	Fixing the minimum quality required of soft wheat or rye for it to be considered as fit for human consumption	3d.
132/64	Extending the term of validity of Regulation No. 5/64 . . .	3d.
136/64	To determine the conditions for implementation to apply to the Import Certificates referred to in Regulation No. 13/64 . .	9d.
137/64	Fixing the standard amount of levies on certain dairy products for the 1964-65 dairying season	6d.
140/64	To amend Regulation No. 63/64 regarding calculation of the import price for calves	6d.
145/64	Laying down an additional amount of levy on dried eggs and dried egg yolks	3d.
146/64	Laying down an additional amount of levy on poultry eggs in shell .	3d.
147/64	Laying down the additional amount of levy chargeable on slaughtered hens and chickens imported from third countries	3d.
151/64	Determining the customs duty rate to be used, in the Federal Republic of Germany, the French Republic and the Italian Republic, as a basis for fixing the import duty referred to in Regulation No. 14/64, Articles 5 and 11	6d.

Imports from non-member countries

THE *Journal Officiel des Communautes Europeennes* of February 11 contains the text of a decision taken by the Commission of the EEC authorizing France, under Article 115 of the Treaty of Rome, to refuse Community treatment to the products listed below when imported from another member state:

Tariff Heading	Description of Goods	Origin	Period
03.01 B	Fillets of salt-water fish, fresh, chilled or frozen .	UK Denmark	To January 31, 1966

Suspension of common custom tariff—amendment

A NOTICE published in the *Board of Trade Journal* of January 22 listed the items subject to suspension of duties during 1965. The item dealing with Polyoxymethylene resins (ex 39.01 B VIII) should be deleted.

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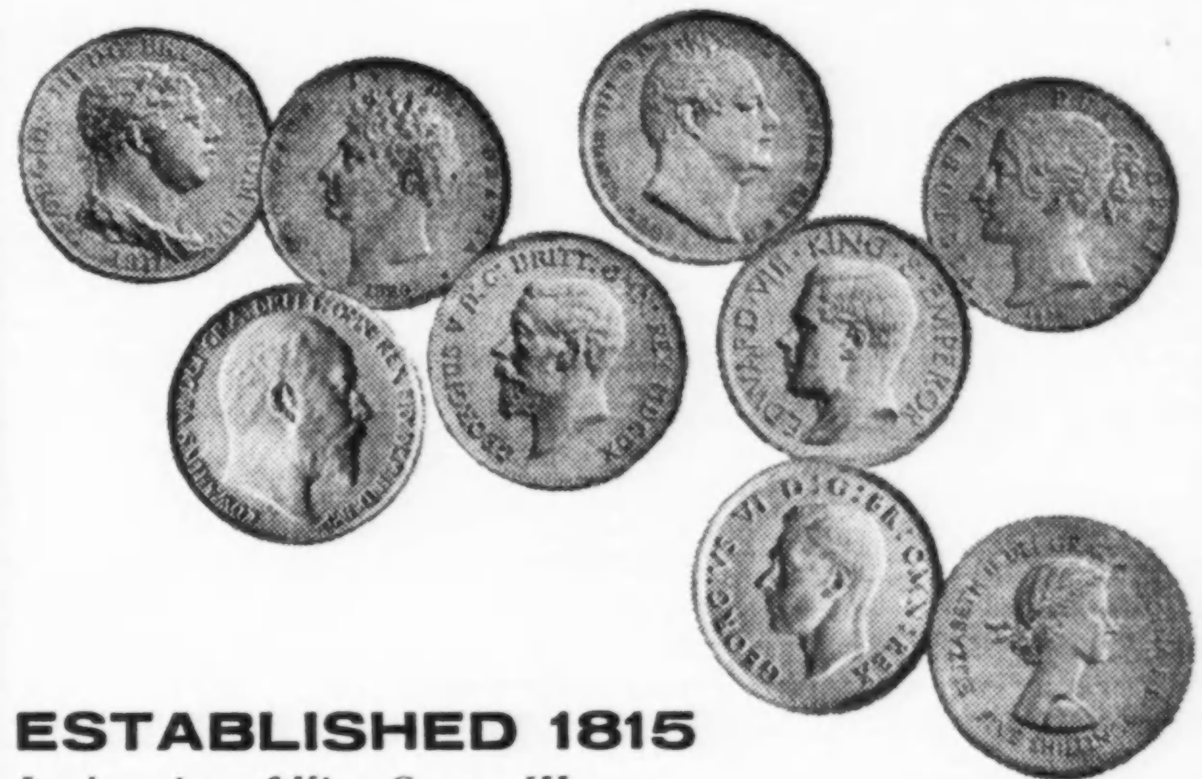

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BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of February 12, 1965 (*Moniteur Belge*, No. 33, of February 17), contains **additions** (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty during 1965, up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force on February 10, 1965.

ADDITIONS

Tariff No.	Description	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced duty (Per cent)	
		OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)	OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)
38.07 A	Spirits of turpentine	—	279*	—	1·8*
38.08 A	Rosin, including 'resinous pitch'	—	489*	—	2·1*
ex 73.02 H	Ferro-molybdenum	430	100*	Free	Free*

* Quota for the period from February 10, 1965, to December 31, 1965 (inclusive).

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of January 29, 1965, page 250.

SWITZERLAND

Amendments to the customs tariff

THE SWISS *Recueil des Lois Federales*, No. 52, of December 31, 1964, published a Decree of the Federal Council amending the wording of certain tariff headings. The following changes have been made in the rates of duty:

Number	Description of Goods	Rate of duty per 100 kg. gross Fr.	
		Old Rate	New Rate
2104	Sauces: mixed condiments and mixed seasonings:		
20	Other (G.T. Fr. 100·0)	70·0	50·0
2816.10	Ammonia, anhydrous (G.T. Fr. 5·0)	5·0	2·0
6810	Other articles of plastering material:		
10	Panels, boards, tiles and similar materials, unornamented (G.T. Fr. 12·0)	10·0	8·0
7021.10	Glass mosaic (G.T. Fr. 180·0)	180·0	90·0
7337	Radiators and parts thereof:		
30	Of grey cast iron (G.T. Fr. 20·0)	20·0	16·0
8307.10	Lampshades (G.T. Fr. 150·0)	150·0	100·0
8504.10	Accumulators; plates and grids, of lead (G.T. Fr. 100·0)	100·0	80·0
9706.10	Sports sledges (G.T. Fr. 90·0)	90·0	50·0

The following new headings have been raised:

Number	Description of goods	Rate of duty per 100 kg. gross Fr.
2532.22	Pyrolusite and zircon sand, specially prepared	0·10
3212.14	Sulphur cement	3·0
3904.50	Artificial sausage casings of hide and skin waste	60·0
9016.24	Balancing machines (G.T. Fr. 150·0)	30·0
26	Surface plates for marking out and straightening (G.T. Fr. 150·0)	20·0
9028.24	Balancing machines (G.T. Fr. 180·0)	30·0

This Decree came into force on January 1, 1965.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

FEDERAL REPUBLIC OF GERMANY

Quotas for goods at fairs in the first half of 1965

THE FEDERAL German Ministry of Food, Agriculture and Forests has announced that import licences will be issued covering sales at fairs to be held during the first half of 1965. Licences will be allocated to firms, as previously, in accordance with the amount of space booked. It has been agreed with the German authorities that currency up to the following amounts will be made available for goods sold by United Kingdom exhibitors at the above fairs:

		DM.
Fruit and fruit juices in tins and bottles		100,000
Miscellaneous foodstuffs from Great Britain		500,000
of which:		
Barley and oat products	up to	25,000
Canned vegetables	up to	50,000
Jams and marmalades	up to	75,000
Miscellaneous foodstuffs from the dependent overseas territories		40,000
Ice cream		250,000
Ice cream mix		50,000

United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn, not later than the first post on March 12, 1965. Applications should be accompanied by a copy of the agents subtenancy agreement for stand space (Untermietvertrag).

All Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2307).

PORTUGAL

Drawback of import duty on rubber composition sheets

THE PORTUGUESE *Diario do Governo*, First Series No. 294 of December 17, 1964, publishes Order No. 20982 authorizing, for a period of one year, the importation under the drawback system of rubber composition sheets for soling and heeling purposes, to be used in footwear destined for export.

The Customs duties corresponding to the imported raw material used in footwear for export shall be refunded.

The Customs duties covering the imported raw material contained in waste resulting from the manufacture of footwear, shall also be refunded. However, the waste must be kept on the premises of the firm concerned.

The bases of refund will be regulated through a Ministerial decree, with regard to the enforcement of the provisions referred to in paragraphs 2 and 3 of this Order.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

MOROCCO

Import restrictions

THE FOLLOWING CORRECTIONS to the amendments to the Moroccan list of authorized imports which appeared on pages 190 and 191 of the *Board of Trade Journal* of January 22, 1965, should be noted:

The tariff numbers against 'Parts and accessories for cycles'† should read 'Ex 87.12.01,* 87.12.11, Ex 87.12.21*-22'* and a footnote '87.12.01 for engines of over 50 c.cs.' added to *'**Notes**'. The latter replaces the footnote against 87.12.11 in the list published on page 1294 of the *Board of Trade Journal* of December 11, 1964.

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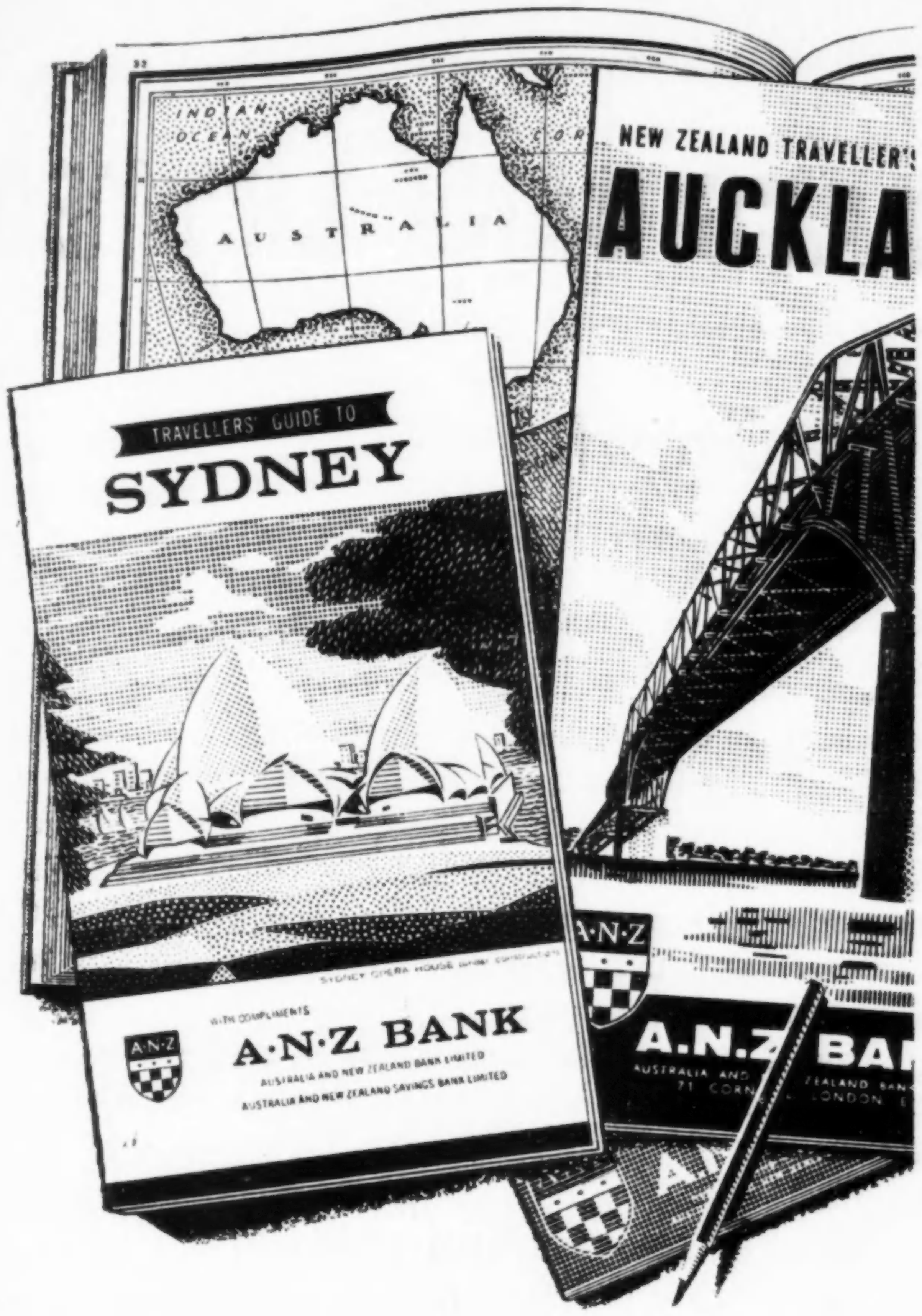

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NATIONAL AND GRINDLAYS BANK LIMITED

Another Year of Growth

LORD ALDINGTON'S STATEMENT

The following are extracts from the circulated statement by the Chairman, The Rt. Hon. Lord Aldington, PC, KCMG, CBE, DSO:

Nineteen-sixty-four was another year of growth in our business generally and in profits. Total assets at December 31, 1964 were £392,978,515 compared with £356,915,796 a year earlier. Consolidated profits at £771,810 are higher than 1963. This figure of published profits is reached, in accordance with banking practice, after deducting from the total business profit, taxation, depreciation and reserves for premises, pension fund contributions, provision for bad debts and an appropriate transfer to inner reserves. These inner reserves are now ample even after making provision for the depreciation in the value of the Bank's investments, the need for which in normal circumstances must, because of the nature of these investments, be only temporary. As our business expands further, we intend to continue building up our reserves year by year by internal transfers as well as by published appropriations, but not necessarily at the same rate as in recent years.

The half-yearly dividend proposed is 8 per cent, making 15 per cent for the year. In the absence of unforeseeable difficulties your Board would hope at least to be able to maintain this rate of dividend if the present system of tax were to be continued or if the new Corporation Tax system gives relief for overseas tax as at present.

We can, I think, be reasonably pleased with these results in a year which has included the further tightening of credit in India, expensive money conditions but low advance rates in Pakistan, extremely high taxation and general uncertainty in Ceylon, and difficult conditions in Aden; and which started with threats to the three Governments in Kenya, Uganda and Tanzania, in each case firmly repelled.

WIDESPREAD OPERATIONS

We operate in ten different overseas territories, and we have taken a substantial, but minority, shareholding in a new Bank in an eleventh – Ethiopia. This wide diversity is a source of strength in many ways. Risks, economic and political, which are inherent in the fast developing parts of the world where we operate are thereby the more widely spread; if conditions are bad in one country, they are not bad in all; if output is slow to grow in one country, it moves faster in others; experience in one country helps in assessing banking policies in others. Our widely ranging branch organization gives us access to a large area of trade: our customers as well as ourselves enjoy this advantage. Like all British overseas Banks we try to provide a quality of banking and a range of facilities unrivalled by other Banks.

PROVISION OF FINANCE

The history of our Bank shows how over the last century an attempt has always been made to provide traders, estates, manufacturers and individuals with all appropriate banking service. Our branches are now concerned daily with providing finance for exports and for imports too; finance for the working capital for crops and industries of all kinds and the needs of normal current account banking. Both through our Finance and Development Corporation and our overseas branches capital finance has been provided on strict terms for agricultural and industrial developments, including in the case of Aden and East Africa finance for the development schemes of the Governments, and of local and public authorities. Recently this last function has been further developed. For example, in cases where the necessarily special terms could be arranged we have combined investment in equity with long-term loans; and we have welcomed the opportunity to join in the loans of the International Finance Corporation for projects in our territories; we have made sterling loans to overseas customers to help them start new projects or expand old by the purchase of plant and services from Britain; and we have underwritten new loans overseas. We must, I believe, be prepared further to extend our banking facilities so that in each place in which we bank we can offer every banking service to every customer. Expansion of our activities overseas is not however easy by any means. There are often difficult taxation and currency problems. Governments, for understandable reasons, carefully control the opening of new branches by foreign banks. The struggle for additional deposits is strenuous; and it is in the nature of developing countries that

NATIONAL AND GRINDLAYS BANK LIMITED–*(continued)*

the demand for working and fixed capital tends to outstrip the growth in deposits. It is also in the nature of developing countries that both to offset cost of living increases and to provide a better standard of living, staff emoluments grow at such a rate that the bill for administrative charges can only be met by a fierce drive for expansion in business.

For example, in the past two years total emoluments per head of staff employed have increased by about one-sixth – as against the dividend, of one-fourteenth. But our Management is vigorously active in dealing with these and other difficulties, efficiently and with a full understanding of the human problems involved.

POSITION AS AN INTERNATIONAL BANK

There is one further general point about our position as an international Bank. Our customers overseas need assistance from time to time with other currencies than sterling. In every day trade this presents no problem. In long and medium-term loans involving one or more foreign currencies our links with and knowledge of Banks in Europe and America place our branches in a good position to meet any special need which a customer may bring to them. Investment in developing countries is no longer the sole responsibility, or the privilege, of Britain. For this reason, as well as to help our other banking operations, members of the General Management have maintained close contact with our friends in Europe by visiting them and we never miss an opportunity of discussing our problems with them and with our friends in the USA.

From time to time some critics of British overseas Banks challenge their value to the developing countries in which we operate, and other critics challenge our value to the British economy. I have no hestitation in accepting these challenges.

We add to the store of foreign currency available to the fast developing nations in which we bank by providing finance both for imports and exports; we help their trade by our knowledge of, and representation in, international finance and markets; we participate in the finance of agricultural and industrial development; and we play an important part both as a channel for private investment from overseas and as an encourager of such investment.

Our value to the British economy lies partly in our earnings of overseas currencies, an invisible export, and partly in the role we play in the wide use of sterling and in the direct and indirect help to British exporters and British industrial subsidiaries overseas. Furthermore, our skilled Managers are able to give valuable technical assistance in the financial field to countries at the start of financial independence and in doing so they add to the good name of Britain.

The Annual General Meeting of National and Grindlays Bank Limited will be held on March 30 in London.

JORDAN

New Agency Law

THE COMMISSION AGENTS and Intermediaries Law, 1964, was published in the Jordanian *Official Gazette* No. 1818 of January 18 and came into force one month from the date of publication, i.e. February 18, 1965.

The main provisions of the Law are that commission agents will have to register their names, etc., with the Ministry of National Economy and that the business of being a commercial agent is restricted in the main to Jordanian nationals. A translation of the Sections of the Law which will be of most interest to British exporters is given below :

'3. The practising of the profession of commercial agency or intermediation shall be restricted to persons whose names are entered in the special register kept at the Ministry in accordance with the provisions of this Law. This shall not include persons who practise the profession of an export agency or intermediation.

4. The agent or intermediary shall fulfil the following conditions:

(a) In the case of a corporeal person – The person shall be of Jordanian nationality, not less than 20 years old, actually residing in the Kingdom and having a commercial office in it and registered in a Chamber of Commerce.

(b) In the case of an ordinary commercial company:

(1) The majority of partners shall be of Jordanian nationality and the majority of managers shall be Jordanians having the right of management and signature in a manner which is not inferior to the right of management and signature granted to any of the other managers.

(2) The company shall be established in the Kingdom and its head office shall be in it.

(c) In the case of a sharing company:

(1) It shall be a sharing company established in the Kingdom.

(2) The majority of members of its board of directors shall be Jordanians.

(3) The shares of Jordanians shall not be less than 60 per cent of the capital.

5. Any person who wishes to practise the profession of commercial agency or intermediation and who fulfils the conditions referred to in article 4 of this Law shall submit to the Ministry an application, in duplicate, containing the following information:

(a) Name of applicant and his age, nationality, business address and domicile.

(b) Where he acts as agent for a company or a merchant having a head office outside the Kingdom, the applicant should state the name of the principal company and its head office, business address, and the country in which it has been established or the name of the principal merchant and his nationality, business address and domicile. In this case, the following shall be attached to the application:

(1) A copy of the agency agreement which shall be certified by the agent himself to be a true copy of the original before the official concerned at the Ministry.

(2) An Arabic translation of this copy officially certified by the quarters concerned.

(c) Any other information which the Ministry may require.

6. The Minister shall issue his decision regarding the application within two months of the date of its submission.

7. Where he acts as agent for a certain company or companies, it is a condition that an applicant for registration shall have a direct connection with the principal company.

8. The official concerned in the Ministry shall enter the contents of the application in a special register. He shall retain one copy of the application together with the other documentary proof and return the duplicate to the person concerned after certifying it as a true copy of the original and collecting a registration fee in accordance with the regulations issued under this Law.

9. The agent shall submit an application for registration in respect of every addition, revision or change connected with the information contained in the application or the agency agreement or the connections referred to in articles 4, 5 and 7. This shall be done within two months of effecting the addition, revision or change. The Ministry shall give notice of this without collecting any fee. The Minister shall issue his decision within two months of the date of submission of the application.

10. No company or person shall practise the profession of commercial agency or intermediation or claim to be the agent of a company established outside the Kingdom or of a merchant having a head office outside the Kingdom nor shall it or he take advantage of its or his capacity as such in its or his relations and correspondence with official departments, courts and commercial establishments unless it or he has completed the registration arrangements in accordance with the provisions of this Law. The company or person shall refer to its or his agency's registration number in the correspondence, invoices and statements issued by it or him in this capacity.

11. Every importer shall state in all the papers which he submits to all government departments, including applications for import licences, the

(*Continued on next page*)

JORDAN, *continued*

name of the intermediary or agent or representative of the company or merchant or firm from which he imports goods and the registration number of the intermediation or agency in the special register. Where the importer imports goods directly and not through the medium of an agent or intermediary, he shall produce to the department concerned all the correspondence and documents proving that the exporting company or firm has not paid or committed itself to pay any commission to any agent or intermediary.'

(It is therefore not necessary to have an agent in order to export to Jordan.)

'12. Companies established outside the Kingdom and registered with the Registrar of Companies in accordance with Provisional Companies Law No. 33 of 1962 may not, after the enforcement of this Law, practise, in addition to their activities, the profession of representing other companies established abroad.

13. All those who carry on the commercial agency or intermediation business shall, upon the enforcement of this Law and within three months of the date of its application, submit an application for registration in accordance with the provisions of article 5 thereof.'

A full translation of the Law is held in the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221).

IRAQ

Distribution of imports

THE BRITISH EMBASSY in Baghdad have reported that the following changes have been made in the distribution of items previously confined to the General Drugs and Chemicals Imports and Distribution Company (Kimadia).

African Iraqi Trading Company (nationalized) are now responsible for the import and distribution of all types of X-ray equipment used for medical purposes, together with X-ray films and spare parts for this equipment.

Iraqi Stores Company (nationalized) are now responsible for the import and distribution of baby's milk, baby's food, surgical dressings, surgical, medical and dental equipment and instruments (including sight-testing equipment) and laboratory equipment.

Kimadia will remain responsible for the importation and distribution of pharmaceutical products (including veterinary and dental machines and preparations), chemicals (i.e. all those used for medicinal and medical purposes, laboratory experiments, teaching and scientific research, but *not* chemicals for use in industry which remain in the hands of private traders), poisons (i.e. pesticides), and fertilizers. Kimadia has also taken over the importation of ophthalmic lenses, but the import of spectacle frames remains in the hands of the opticians who will continue to import direct. Government and semi-Government departments may continue to import their requirements direct from overseas suppliers.

British suppliers of the various products mentioned above and who wish to register their interest with the appropriate organization should do so as soon as possible.

Drug stores licensed to sell pharmaceuticals

THE GENERAL DRUGS and Chemicals Imports and Distribution Company (Kimadia) has issued a list of Iraqi drug stores which have been granted licences to sell pharmaceuticals.

Drug stores which do not appear on this list may be regarded as being in process of liquidating their interests in the sale of pharmaceuticals and drugs.

Inquiries about this notice and requests for copies of the list should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

LEBANON

Sugar and toy balloons

THE LEBANESE authorities announced on January 4, 1965, that the importation of both brown and white sugar is now subject to the issue of a prior licence by the Ministry of National Economy. Further regulations are to be made concerning the importation of sugar following a report by the Trade Department.

On December 24, 1964, it was announced that toy balloons and their like are no longer subject to the import licensing system.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, London, S.W.1. (Tel. Abbey 7877, Ext. 2221).

UGANDA

Customs tariff amendment

UNDER THE Uganda Customs Tariff (Suspended Duty Order, 1965), with effect from January 12, the suspended duty of 17½ per cent on the following items is now imposed:

Tariff Item No.

58 (n)

Mild steel strips, bars, rods and angles, excluding steel sections imported for manufacture of windows and doors:

(ii) Bars of square cross-section of thickness of ½in. to 1¼in.
(iii) Angles of a side width from 1in. x 1in. to 2¼in. x 2¼in.
(iv) Flats or strips of width from ½in. to 4½in. and not exceeding ½in. in thickness.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

TANZANIA

Import licensing regulations

GENERAL NOTICE No. 38 published in the United Republic of Tanzania *Official Gazette* dated January 1, 1965, adds, with effect from December 24, 1964, the following item to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section 7 – Machinery and Transport Equipment.
Division 724 – Telecommunication Apparatus.
Radio broadcast receivers, whether or not combined with gramophone:—

724 2 1	Wireless receiving sets, domestic including car radios and radiograms.
724 2 9	Other including spares.

Note

Importers are advised to submit applications for import to the Imports Controller, P.O. P.O. Box 2774, Dar es Salaam, for all orders placed prior to January 1, 1965. Details of Broadcast Receiver Dealer's Licence to be submitted with application.

Note:

Importers are advised to submit applications for import to the Imports Controller, P.O. Box 2774, Dar es Salaam, for all orders placed prior to January 1, 1965. Details of Broadcast Receiver Dealer's Licence to be submitted with application.

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1965 (No. 13), published as Rhodesia Government Notice No. 132 of February 19 amend the First Schedule to the Customs and Excise (Suspension) Regulations 1964 by the insertion of the following item:

Item	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 282	Bags, paper and transparent cellulose, printed or not printed: ex (c) Other, being bags for edible meat fats: printed, of vegetable or imitation parchment and having a reinforced base . . . *ad val*	20%	10%	Free	Free

The Column D rate of duty applies to Britain.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 387, published as Notice No. 91 in the Republic of South Africa *Government Gazette* of February 19, states that the Board of Trade and Industries have received the following application affecting the Republic's Customs Tariff:

For the withdrawal of rebate facilities on:

Yarn of jute, used in the manufacture of insulated electric cable and wire.

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected consider that they have evidence on the matter not likely to be available to the South African Authorities they should communicate with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 2409/65.

LIBERIA

Luxury tax changes

THE BOARD OF TRADE has been notified of the following amended rates of luxury tax which came into force in Liberia on February 1, 1965.

Commodity Description	Unit	Previous Tax	Present Tax
Gin	4/5 U.S. Qt.	$2·00	$3·00
Whisky	,,	$2·00	$3·00
Brandies	,,	$2·00	$3·00
Liqueurs	,,	$2·00	$3·00
Cordials	,,	$2·00	$3·00
Wines, champagnes, other sparkling wines, still wines, ciders, and other fermented beverages not specifically mentioned elsewhere in this schedule	,,	$2·00	$3·00
Rum	,,	$2·00	$3·00
Prepared cocktails	,,	$2·00	$3·00
Alcoholic beverages not otherwise specified	,,	$2·00	$3·00
Bitters	,,	$2·00	$3·00
Carbonated beverages (e.g., ginger ale, soda water, etc.) whether imported or manufactured locally	,,	$0·04	$0·06
Syrups for preparation of soft drinks for home or commercial use	,,	$0·24	$0·36
Cigars	per 100	$1·50	$2·25
Cigarettes	per 100	$0·30	$0·45
Perfumes (includes all perfumes, colognes, etc.)	*ad val.* (c.i.f.)	20%	30%
Cosmetics and toilet preparations (including lotions, talcum powder, rouge, face powder, lipstick, beauty aids of all types, shaving soaps, creams, shampoos, hair tonics, powders and lotions of all types, but excluding medicated baby powder, carbolated vaseline and similar products, bath soap, face soap and laundry soap)	*ad val.* (c.i.f.)	20%	30%
Jewellery (including rings, pins, pendants, necklaces, bracelets, costume jewellery and accessories of all types for which the cost to the importer or sale price of the local manufacturer is one dollar or more, and articles of gold, platinum, gold plate, silver, or set with precious or semi-precious stones	*ad val.* (c.i.f.)	20%	30%
Watches or clocks costing fifty dollars or more or made of platinum, gold or gold plate or set with ornamental, precious or semi-precious stones	*ad val.* (c.i.f.)	20%	30%
Miscellaneous accessories, including platinum, gold, silver and gold plated accessories of all types (e.g., tea sets, cocktail shakers, bar supplies, pen knives) smoking sets, playing cards, games and gaming devices, etc.	*ad val.* (c.i.f.)	20%	30%
*Automobiles (not including trucks and buses)	*ad val.* (c.i.f.)	—	5%

* This is a new item.

Inquiries arising out of this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

INDIA

10 per cent charge on imports

A SHORT NOTICE on the India 10 per cent charge on imports was published in last week's *Board of Trade Journal*. The fuller details are as follows: The Indian Minister of Finance, Mr. T. T. Krishnamachari, announced on February 17 at the opening of the new session of the Indian Parliament that an additional 'regulative customs duty' of 10 per cent would be imposed on all imports except food grains, fertilizers, pesticides, books and accessories for family planning. The charge would be imposed forthwith. The levy is intended to supplement the reduction in the foreign exchange allocation for commercial imports in the current half-year. The charge is intended as part of a package with the purpose of countering domestic inflation and the serious foreign exchange position. The other items of this package are as follows:

(1) Bank rate has been increased from 5 per cent to 6 per cent.

(2) The stiffening of the lending arrangements of the Reserve Bank of India introduced last September has been accelerated by raising the net liquidity ratio by 2 per cent to 30 per cent. Thereafter for every 1 per cent decline in bank liquidity, the cost of borrowing will increase by one-half of 1 per cent above bank rate.

(3) Banks will raise interest rates on time deposits.

(4) The ceiling rate on commercial bank lending is increased from 9 per cent to 10 per cent.

(5) Export promotion schemes will be reviewed with the objective of tying import entitlement licences directly to actual receipts of export earnings.

The Finance Minister also announced that India was to (a) request the Aid-Indian Consortium for larger non-project assistance in 1965/66 and for 'immediate relief to Indian balance of payments in other ways', and (b) request the International Monetary Fund for stand-by credit to the maximum extent possible.

The Finance Minister's statement also made the following points:

(1) The persistent decline in the reserves is attributable mainly to increased imports of food and fertilizers. Other factors are that exports for settlement in rupees bring in no free foreign exchange, while delays are suspected in the remittances of export proceeds from other countries, partly because of high interest rates. Part of the reserves decline might be short-term, but remedial measures brook no delay.

(2) The first essential is to reduce inflatory pressures by the strictest fiscal and monetary discipline to maintain price stability and to improve the payments position. The Budget would be introduced at the end of February and would include further measures. In the meantime the increases in bank rate and in interest charges generally should encourage saving and economy in the use of scarce capital resources.

(3) The utmost economy in imports is essential. Hence, in addition to reduction in foreign exchange allocations already made this half-year, financial restraint on imports was being imposed through the 10 per cent extra duty. A review has been proposed of all commitments for Government imports against free foreign exchange aimed at all possible economies. Import allocations in future will be based strictly on the success of measures now being taken to improve the reserves.

(4) All possible ways will be explored to increase exports which must take precedence over domestic requirements.

(5) Assistance from the IMF would be available only to meet short-term difficulties. Efforts to strengthen the balance of payments by the measures summarized above as well as by vigorous export promotion and economy in imports would have to be maintained, therefore, over a number of years, and, indeed, reinforced from time to time in the light of prevailing circumstances.

(6) The Finance Minister has also given an assurance that foreign firms will not be requested to delay their remittances to the United Kingdom (the oil companies have already been asked to do so, but it is not intended to approach any other firms).

MALAYSIA (SABAH)

Development plan

A COPY of the State of Sabah (Malaysia) Development Plan 1965 – 70 has been received by the Board of Trade and may be seen at Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

AUSTRALIA

Customs Tariff (Dumping and Subsidies Act) 1961 inquiry

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether **ethylene oxide, its derivations and surfactants** (Tariff Items 94(B), 225(A), 281(L) and 102(D)) should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961.

Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* of January 22, 1965 (page 188).

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than March 23.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2636/65.

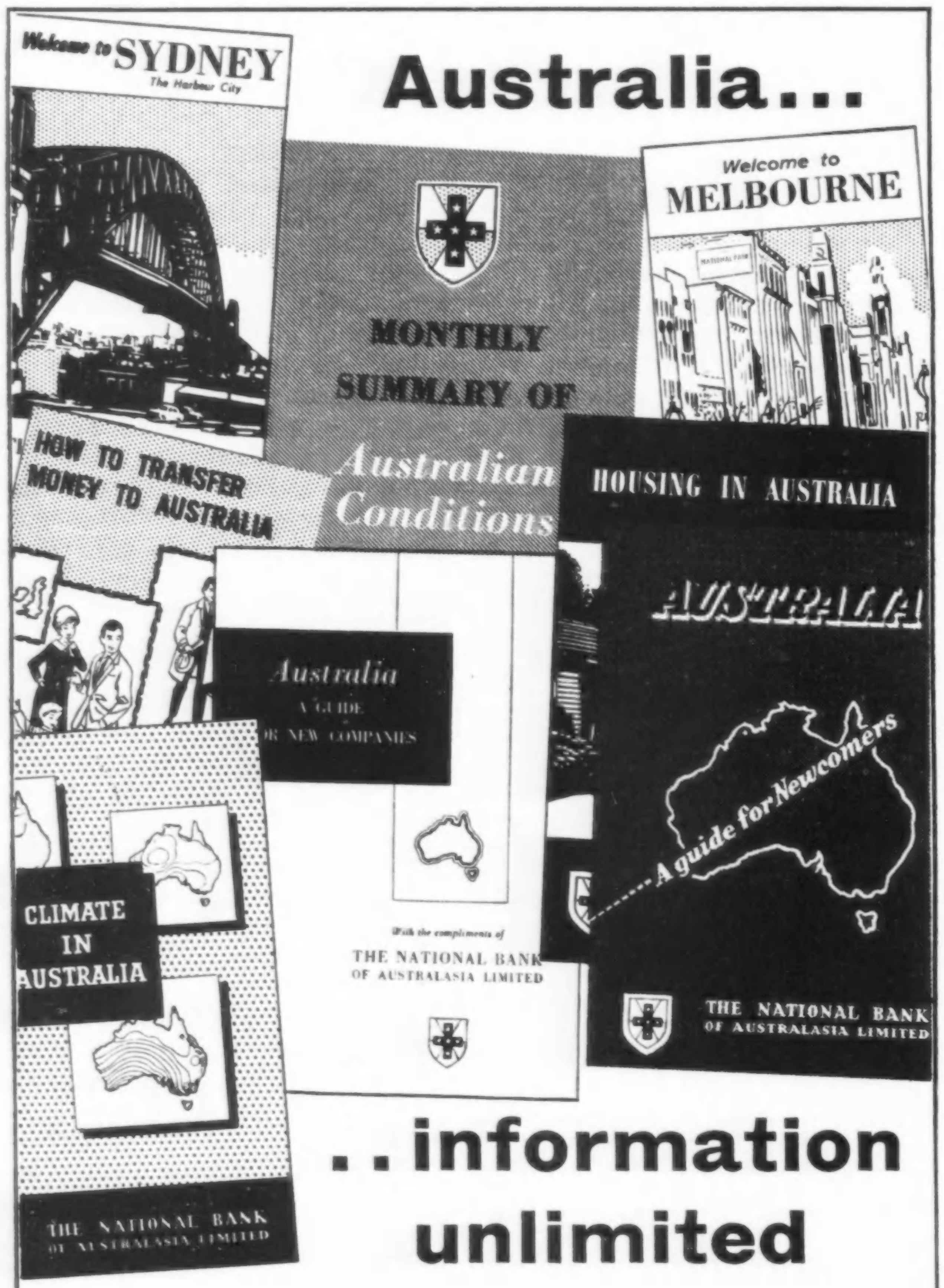
(Continued on next page)

AUSTRALIA, *continued*

Decimal currency

Australia will be changing over to decimal currency as from February 14, 1966. The main unit will be the dollar which will be worth 10s. in the present Australian currency (8s. sterling). Each dollar will be divided into 100 cents.

Exporters to Australia are advised to quote on the basis of landed cost in the new Australian currency, certainly on goods which will reach Australia after the date of its introduction and, if possible, for some months before since Australian purchasers will be accustoming themselves to the new currency.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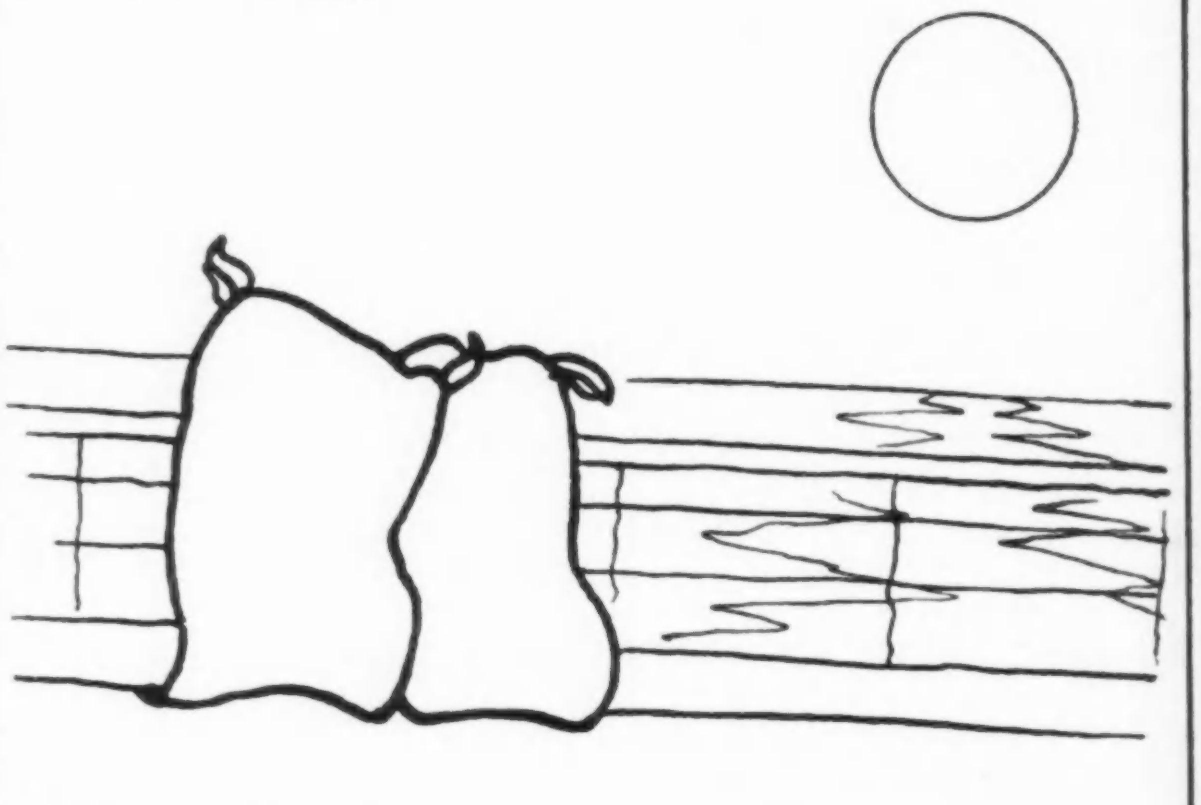

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BRAZIL

Imports of machinery and industrial equipment

HM EMBASSY at Rio de Janeiro report the issue of Superintendency of Money and Credit Instruction No. 291 of February 12, 1965, which lays down the following regulations covering imports of machinery and equipment:

I. Transactions relative to the importation of machinery and equipment financed for a period of less than 8 years, or without exchange cover, as a direct investment of foreign capital, may only be authorised by the Superintendency when destined for projects of real interest to the country's economic and social development, at the criterion of a Commission composed of the Executive-Director of this Superintendency and of the Directors of CACEX and the Exchange Department of the Bank of Brazil.

II. The ruling in Item I having been observed, preferential treatment may be given to transactions in which there is a grace period (carencia) in the initial years and, successively, those in which there is a lower incidence of payments in the first two years, representing a down payment, amortisation or interest; those with a longer period for liquidation; and those referring to the importation of machinery or equipment originating from countries belonging to the Latin-American Free Trade Association (LAFTA), contained in the Brazilian National List.

III. In the case of importations from monetary areas showing a balance of payments in Brazil's favour, periods and terms compatible to the volume of the existing balance and to trade possibilities may be authorised.

IV. Importations of machinery and equipment referred to in Item I of this Instruction will not be admitted when these may be satisfactorily supplied by national industry.

V. In cases of foreign financing for periods of less than 15 years, for the acquisition of machinery and equipment and subject to the clause of obligatory international tenders, importation will be permitted when the tender has not been awarded to national industry, although the latter was guaranteed participation by a minimum protective margin of 15 per cent on the c.i.f. price of the machinery or equipment offered by foreign industry, discharged at Brazilian port; when judging the proposals presented the offering price of the Brazilian industry will be calculated at the exchange rate in force on the date of the tender, plus the financial commission in force.

ARGENTINA

Modifications to import lists

ARGENTINE MINISTRY of Economy Resolutions Nos. 2176 of December 29, and 2177 of December 30, 1964, modify as follows the lists attached to Decree 5439/59 as amended by Decree 448/64:

Resolution No. 2176.

Tariff No.	Item
4015/23	Toys. This item is removed from Annex III of Decree No. 448/64.
4015/23	Toys, excluding mechanical limbs for dolls. Mechanical musical boxes, special springs for mechanical toys, electric miniature motors for mechanical toys, speaking apparatus for puppets, special pinions for mechanical toys, wooden dice, lottery chips, musical toys with sound effect. This item is included in Annex III of Decree No. 448/64.

Resolution No. 2177

Tariff No.	Item
3055	Artificial silk fabrics, excluding those for industrial or technical use. This item is removed from Annex III of Decree No. 448/64.
3055	Artificial silk fabrics, excluding those for industrial or technical use and the product named cloth (tela) made from rayon fibres (40-45 per cent) and synthetic fibres (55-60 per cent) approximately. This item is included in Annex III of Decree No. 448/64.

Foreign exchange regulations

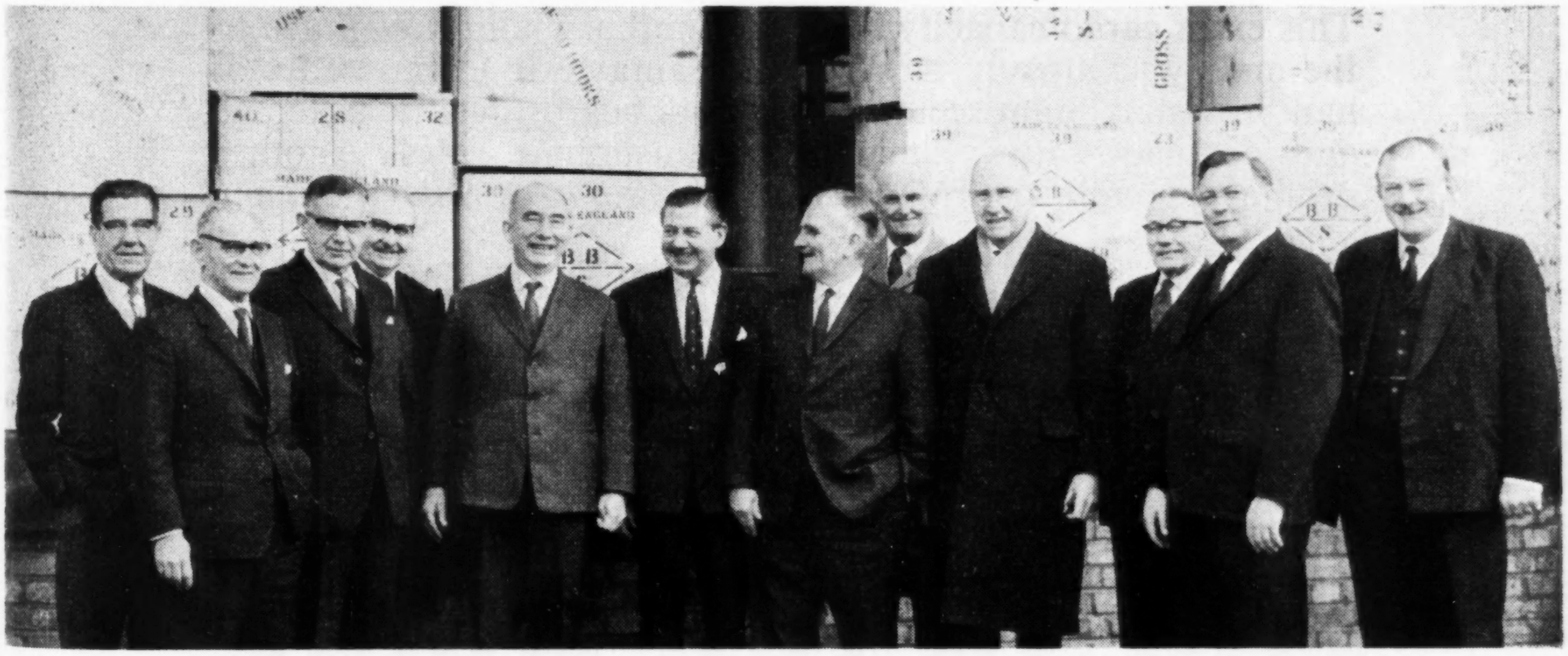
HM EMBASSY at Buenos Aires report the issue of Argentine Central Bank Circular No. RC 212 of February 8, 1965. Under the terms of this Circular the following exceptions are added to those included in Circular No. RC 202 (see the *Board of Trade Journal* of January 29, page 246) as being exempt from the payment of the 100 per cent prior deposit:

(a) Tariff No. 231 Gramineous or forage seeds in general for sowing only.

(b) Imports made by the Sociedad Mixta Siderurgica Argentina (SOMISA) and Servicios Electricos del Gran Buenos Aires (SEGBA).

(*Continued on page* 540)

AUSTRALIAN AGENTS GENERAL VISIT NORTH LONDON FACTORY



A party consisting of the Agents General for each Australian state and including Tasmania visited the Tottenham works of the Benjamin Electric Co. Ltd., on February 9. They are seen here against a background of lighting fittings ready for shipment to Australia. From left to right are: The Hon. A. J. White, Agent General for Tasmania, Dr. W. A. T. Summerville, Agent General for Queensland, Mr. M. A. F. Pearce, Agent General and Trade Commissioner for South Australia, Mr. Frank Johnson, chairman and managing editor, Australia and New Zealand Weekly, *The Hon. F. P. Buckley, Agent for New South Wales, Mr. H. G. Campbell, chairman and managing director, Benjamin Electric, The Hon. Sir Horace Petty, Agent General for Victoria, Mr. Keith Cook, the Senior Trade Commissioner for Australia, The Hon. E. K. Hoar, Agent General for Western Australia, Mr. L. R. Kavanagh, works director, Benjamin Electric, Capt. J. Lower, European manager, Qantas Empire Airways, Mr. J. O. K. Purdey, sales director, Benjamin Electric.* (See Trading with Australia notice on page 489).

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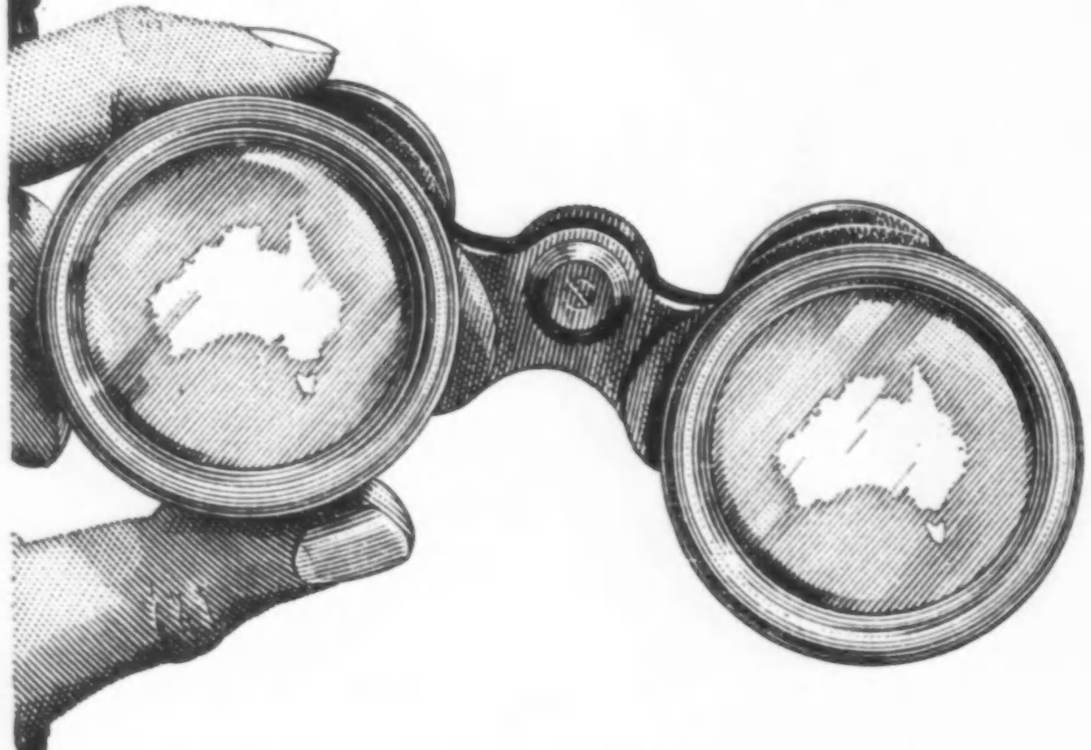

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Further modifications to import lists

ARGENTINE GOVERNMENT DECREE No. 275 of January 12, modifies as follows the lists attached to Decree No. 5439/59:

Tariff No.	Item
1799/802	Horizontal and Universal Milling Machines for die and tool makers with rectangular table which cannot be dismantled or tilted sideways or forward, up to 1·700 mm. long etc. etc.
	The text of the above item in list 6 A is modified to read as follows:
1799/802 84.45.05.02	Horizontal and Universal Milling Machines for die and tool makers with rectangular table which cannot be dismantled or tilted sideways or forward of up to 1·700 mm. long and for up to 350 mm. wide and/or up to 460 mm. of vertical stretch and for up to 1·200 mm. longitudinal run, manual and not and/or up to 3·000 Kg. nett weight with normal accessories, provided that two of the aforementioned parameters are not exceeded: with or without copying device as an additional accessory; combined milling machines with vertical head power driven (84.45.05.01); those without automatic pre-selection of spindle speed; those without mechanism for milling with or against advance; those without automatic work cycle, composed of: start, approach, work and return to initial position.
1799/802-1302/5 84.18.01.01	Centrifugal machines in general and cream separators up to 5·000 litres inclusive.
	The following exclusion is hereby incorporated to this item in list No. 6 B: 'Open models up to 1·000 litres capacity per hour and over.'
1799/802	Small trucks with motor and lift trucks up to four tons loading capacity.
	This item is hereby removed from list No. 6 B.
1799/802 87.07.90.00	Small trucks with motor and lift trucks up to 5 tons loading capacity, measurement of fork heels 0·61 m.
	This item is hereby included in list No. 6 B.

JAMAICA

Customs tariff changes

THE BOARD OF TRADE have received copies of Resolutions which amend the Jamaica Customs Tariff as follows:

1. **First Schedule - Customs Duties**
   by the *deletion* of items: 272-06, 272-12 and 653-05 and the *substitution* therefor of the following:

Item No.	Class or Description of Goods	Unit		Rate of Duty	
		For Classification	For Duty	Preferential Tariff	General Tariff
	Sulphur:				
272-06.1	Which the Collector General is satisfied is imported for industrial use . .	lb.	value	Free	Free
272-06.9	Other	lb.	value	9%	12%
	Asbestos, crude, washed or Ground:				
272-12.1	Which the Collector General is satisfied is imported for industrial use . .	lb.	value	Free	Free
272-12.9	Other . . .	lb.	value	9%	12%
	Fabrics of Synthetic Fibres and Spun Glass:				
653-05.1	Rayon greige which the Collector General is satisfied is imported by a manufacturer or finisher of textiles . . . (a) for the purpose of further manufacturing or finishing; and (b) pursuant to a permit from the Minister responsible for the subject of Trade authorising the importation therefor for that purpose	sq. yd. & lb.	value	10%	20%
653-05.9	Other	sq. yd. & lb.	value	20%	30%

2. **Second Schedule - Exemptions from Imports Duties**
   (a) by the addition under item 35(a) of the goods listed below provided they are for use solely in the livestock industry:
      Aurofac.
      Bi-Con No. 11.
      Bi-Con No. 13.
      Bi-Con No. 16.
      Di-Calcium Phosphate.
      N.F. 180.
      Karswood Pig Powders.
   (b) by the addition of the following new item:
      87. Base petroleum lubricating oils and lubricating oil additives which the Collector General is satisfied are to be used solely in the manufacture of lubricating oils.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

(Continued on page 542)

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Import licencing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by:

1. the *addition* of the new item:
    85. Trading Stamps.
2. the *addition* to item 42 of the following new paragraph:
    (o) Cast iron products viz. hydrants and parts, pipe collars, valve boxes, meter box covers and man-hole frames and covers.
3. the *deletion* from item 7 of:
    (ii) (h) Brassieres – not exceeding 78/- per dozen c.i.f.
   and the *substitution* therefor of:
    (ii) (h) Brassieres.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Import licensing arrangements for flush panel plywood doors

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the addition of the following new item:

86. Flush Panel Plywood Doors.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

CHILE

Reduction of customs duty

IT HAS BEEN reported by HM Embassy in Santiago that the Chilean Ministry of Finance has announced in Decree No. 165, which was promulgated in the *Official Gazette* on February 12, that machinery for distilling grape bagasse has been included among the agricultural machinery which may be imported free of customs duties and other customs charges under the provisions of Decree No. 11,206 of December 25, 1950.

UNITED STATES

Proposed reclassification for duty of electric desk lamps

THE UNITED STATES Bureau of Customs have announced that a review is being undertaken of 'the existing and uniform practice of classifying certain electric desk lamps, designated as 'Lampettes', which are in chief value of brass, and in which iron is the base metal which predominates by weight over each of the other base metals contained in the lamps,' under tariff item 653.35 with duty at the rate of 10½ per cent *ad valorem*.

The Customs Bureau have stated that these lamps appear to be classifiable under tariff item 653.40 at the rate of 19 per cent *ad valorem* because of the provision in the relevant part of the tariff for classification to be made according to the base metal which predominates by weight over each of the other base metals rather than according to the base metal in chief value.

It is understood that consideration will be given to any relevant data, views, or arguments pertaining to the correct tariff classification of this merchandise which are submitted in writing to the Bureau of Customs, Washington 25, D.C. To assure consideration, such communications must be received in the Bureau by March 21. No hearings will be held.

Further information about this notice may be obtained from Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7887, Ext. 2630).

Specifications for hydraulic brake fluids

THE UNITED STATES Department of Commerce has announced that the changes published previously on the specifications for hydraulic brake fluids for use in motor vehicles will now be optional until April 1, 1965, but will be mandatory after that date.

Federal Insecticide, Fungicide and Rodenticide Act

THE UNITED STATES Department of Agriculture have announced that, in connection with the requirements of the regulations under the Federal Insecticide, Fungicide and Rodenticide Act, it believes that an interpretation with respect to claims for safety and non-toxity on labelling of economic poisons should be issued.

Any written data, views or arguments on this subject may be submitted to the Director, Pesticides Regulation Division, Agricultural Research Service, United States Department of Agriculture, Washington, DC, 20250, before March 15, 1965, and will be available for public inspection.

Inquiries about this notice should be addressed to: Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

CANADA

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':
Automatic record changers
Note: This ruling cancels the reference (Memorandum D51-24, dated September 3, 1964), to three speed automatic record changers being considered as 'not made in Canada'.
(Ruling effective March 25, 1965).

Of 'a class or kind not made in Canada.'
Mobile Cadaver lifters sometimes known as mortuary hoists equipped with hand operated wrench mechanism.
(Ruling effective February 18, 1965).

The above information is contained in Canadian Department of National Revenue Memoranda Series, D51-24-1 dated February 22, 1965, and D51-21-1 dated February 18, 1965.

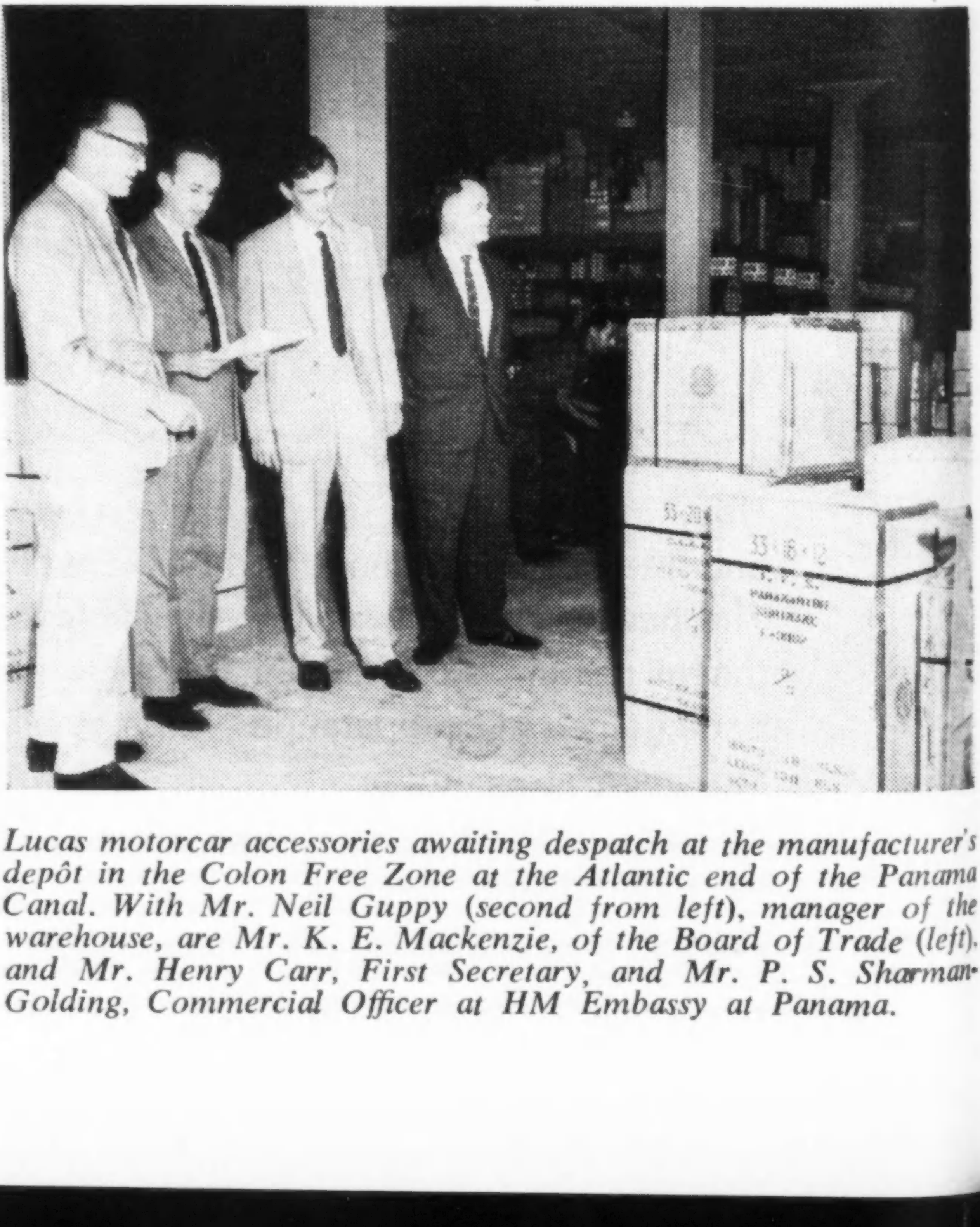
British commercial representatives overseas

THE FOLLOWING amendments should be made to the list of British Commercial Representatives overseas, published in the *Board of Trade Journal* of February 19 (i to viii).

BRITISH GUIANA: Amend the telegraphic address to read . . . ('UKINFORM, Georgetown, British Guiana').

CANADA: Insert the letters C.M.G. after the name of Mr. A. Currall (the Senior British Trade Commissioner in Canada).

ALGERIA: The telephone number of the British Embassy has now been changed to 60.56.01 - 04.



Lucas motorcar accessories awaiting despatch at the manufacturer's depôt in the Colon Free Zone at the Atlantic end of the Panama Canal. With Mr. Neil Guppy (second from left), manager of the warehouse, are Mr. K. E. Mackenzie, of the Board of Trade (left), and Mr. Henry Carr, First Secretary, and Mr. P. S. Sharman-Golding, Commercial Officer at HM Embassy at Panama.

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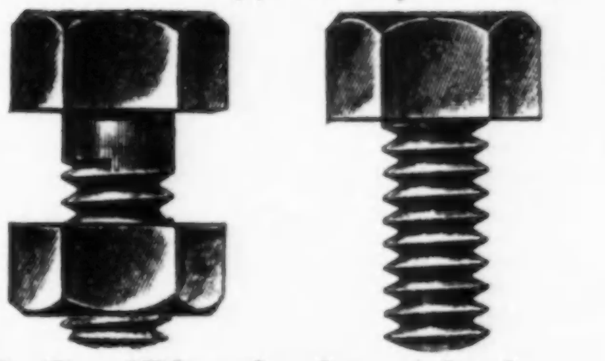

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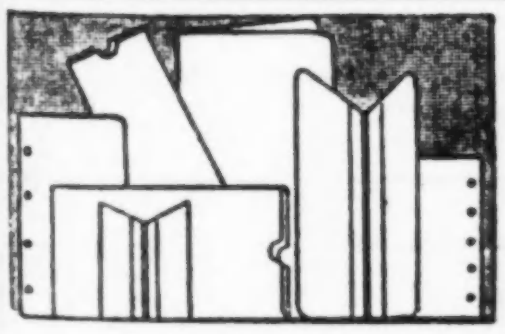

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WEST GERMAN MANUFACTURER of office machinery and electronic equipment wishes to contact British companies interested in entering or developing their activities in the Common Market. ALPINA-WERK, 895 Kaufbeuren, Postfach 405.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Official Receivers' Offices	29 Jan. 1965
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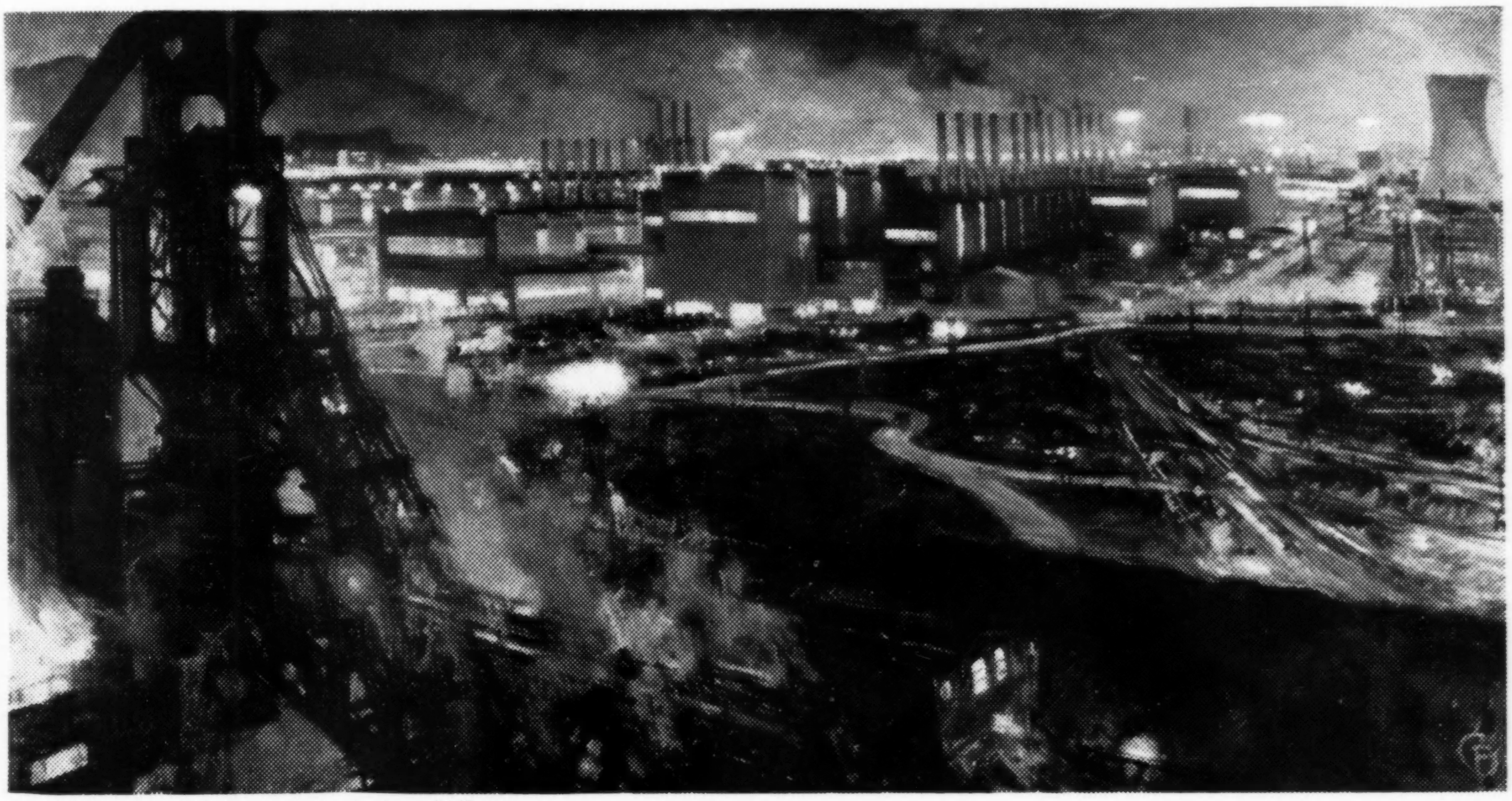

The Abbey Works. From a painting by Harold Forster.

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